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SPRING ANNOUNCEMENT NUMBER

# THE Publishers' Weekly

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VOL. XCIX.

NEW YORK, MARCH 12, 1921

No. 11

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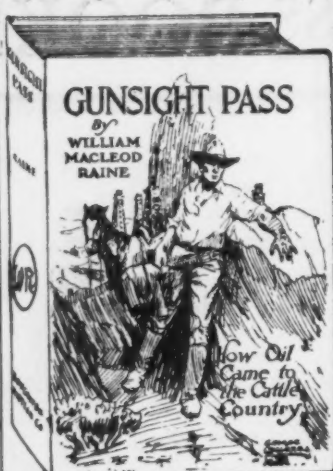
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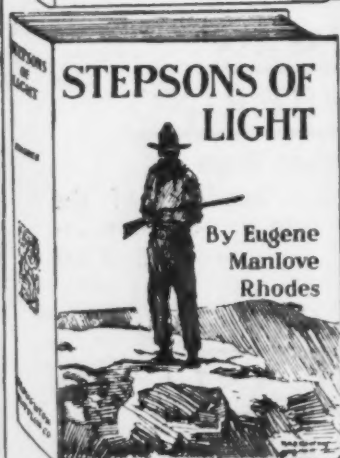
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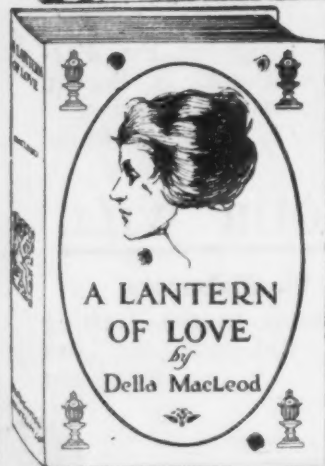
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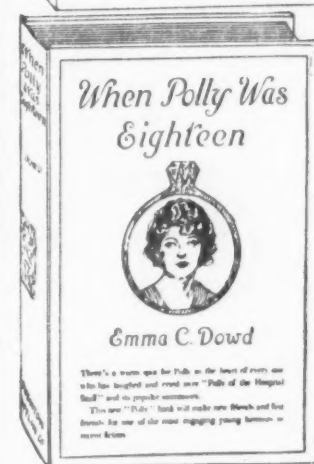
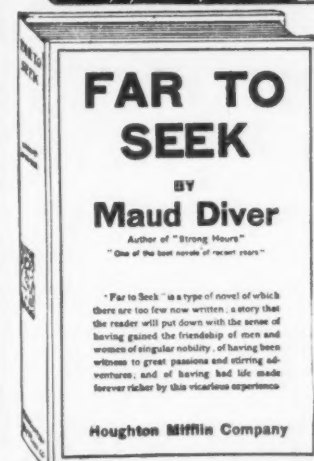
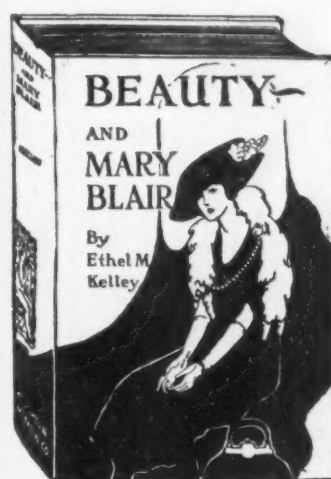
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It was fearful to hear and behold. The beautiful little creature, hysterical, to be sure, but not raving, took a step away from Stephanas with each ejaculation, and a step nearer to the guilty pair before her with each curse. She undulated like a serpent as she walked. She pointed her finger now at them, now at the sky, now at herself, with one hand clutching at her breast. The fury she restrained, it was easy to be seen, was greater than the fury she expressed. Hatred darted from her body. She was no more the Salome of Stephanas; she was Salome from the furnaces of hell.



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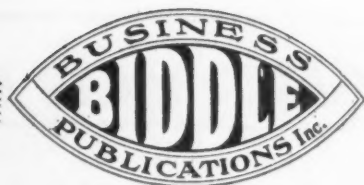
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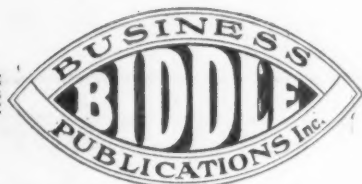
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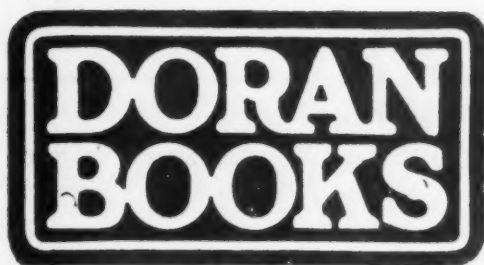
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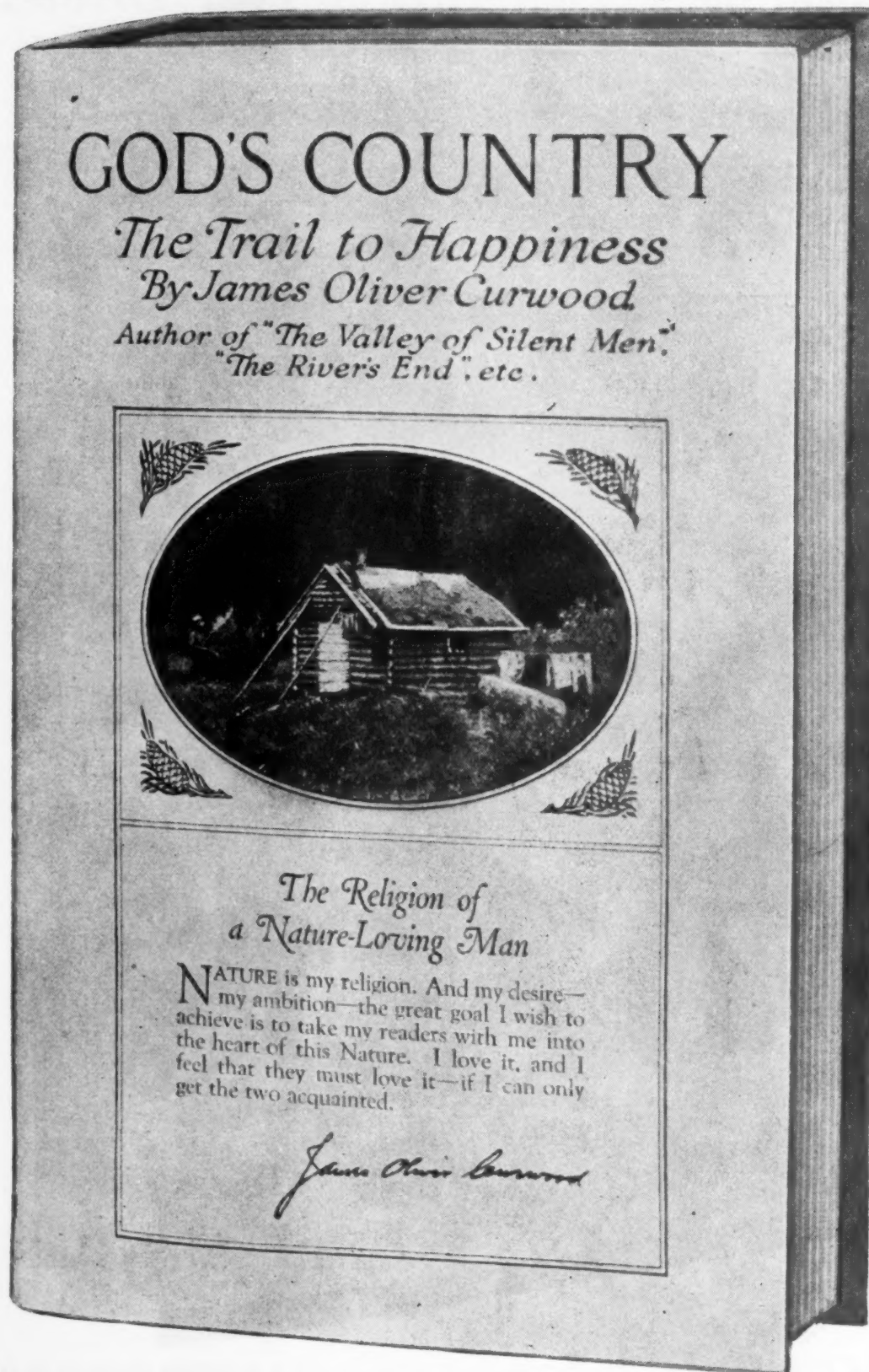
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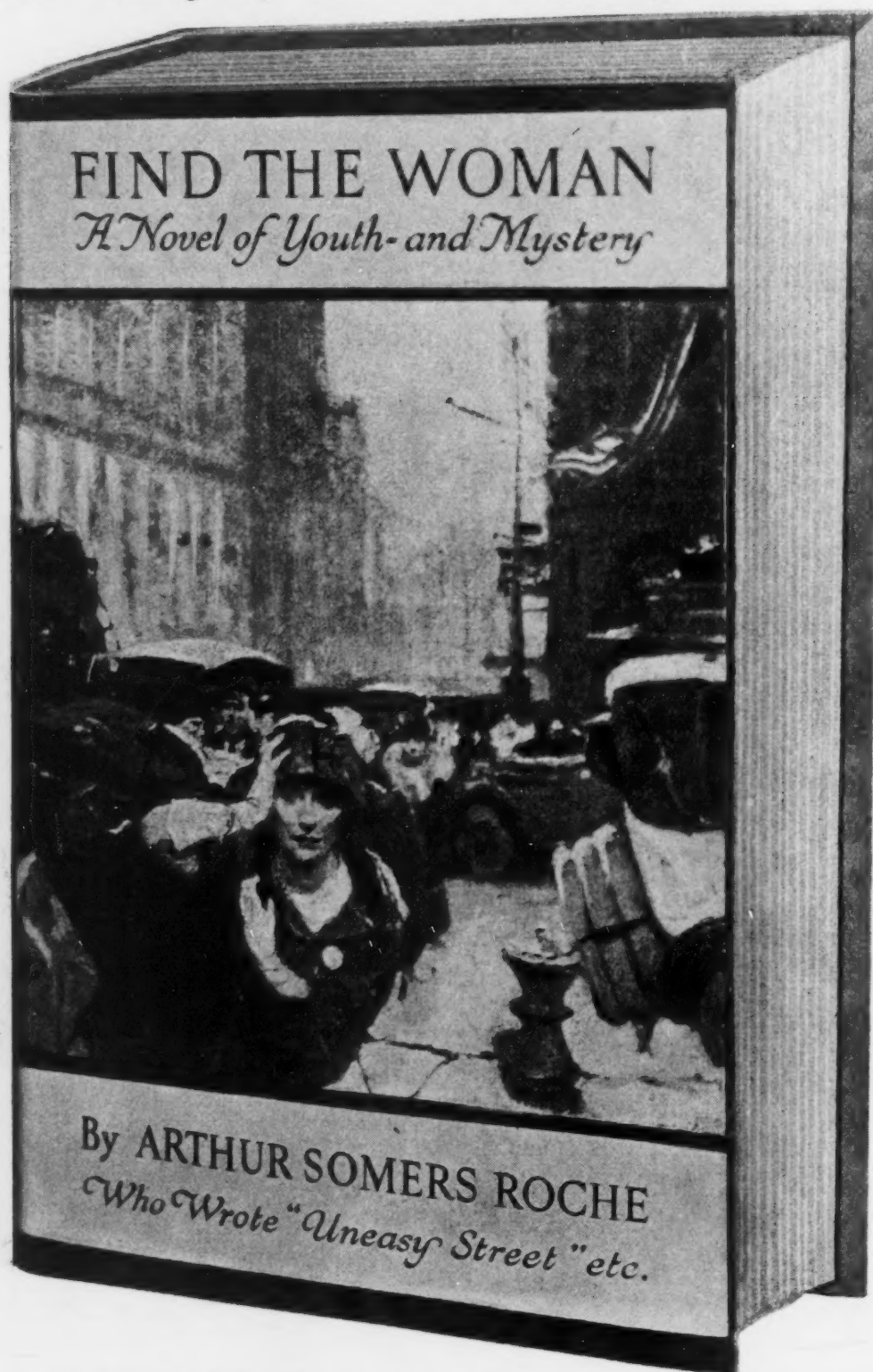
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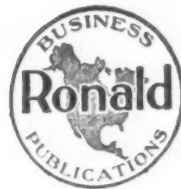
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- THE WAYS OF THE CIRCUS** Illustrated, Crown 8vo, Cloth, \$2.25 net  
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By W. L. George
- THE KAISER VS. BISMARCK** Illustrated, Royal 8vo, Cloth, about \$2.50
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By Elizabeth Boyle O'Reilly
- OLD WORLD TRAITS TRANSPLANTED** Illustrated, 8vo, Cloth, \$5.00 net  
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- EUROPE'S MORNING AFTER** Maps and Diagrams, Post 8vo, Full cloth, \$2.50  
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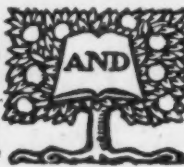
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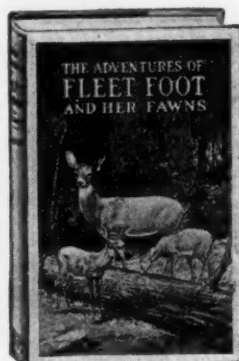
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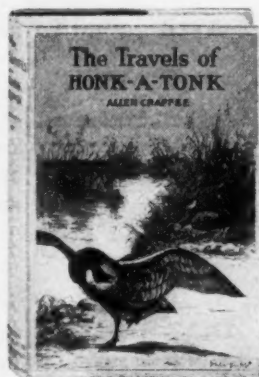
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## The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

March 12, 1921

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

### Spring Price Levels

THE total number of book announcements for this spring is slightly less than last year, to judge from the number of entries in this Spring Announcement Number, but by so slight a percentage as to seem to have no especial significance. Production in January and February has fallen off slightly and some of the now proposed titles may be postponed unless manufacturing conditions reach a satisfactory level.

The prices on fiction are so pronouncedly at the \$2.00 level that this price is found more frequently than all the others put together. There are, however, many more titles in fiction below \$2.00 than above, the average falling at about \$1.95.

This fiction level is somewhat below the average in Great Britain as shown in the spring announcements in the London book-trade papers where the book at 8s. 6d. and 9s. is frequent, tho 8s. is the commonest figure and 7s. 6d. is sometimes used.

The retail trade now has a pretty clear idea of price levels, and there is every indication in the reports received from the bookshops that they are prepared to go strongly out for sales and are finding good response. Many stores have already put January and February sales at new totals.

### As Others See Our Copyright

THE *Poetry Magazine* of March carries a letter from an Australian correspondent, calling the attention of American authors to the injustice of United States copyright methods, owing to our insistence that books shall be manufactured here in order to obtain copyright, while American writers can obtain Australian protection merely by having their books on sale in England. The writer suggests that Australia may bring to the front

retaliatory legislation if some change is not made here.

In Canada the same situation obtains. A bill was brought into Parliament two years ago and was supported by the Registrar of Copyright, a bill that would make Canadian manufacture a necessity if copyright protection for American books is to be obtained. This bill was laid on the table last year at the suggestion of Canadian authors, themselves. Such an arrangement would not be to their advantage, tho it would be to the advantage of Canadian magazine publishers and book printers, as it would permit them to use American material without payment, or with but a small license fee in the case of books.

Those who would be the largest losers in case of the passing of such a bill would be the American magazines, all of which have big circulation in Canada. American book publishers do not have so large a financial return from Canada as do the magazine publishers, and yet they do supply about nine-tenths of the Canadian book consumption, and under the new arrangement their books by American authors would be reprinted over there freely and without control from the writers.

The whole reason for both the Australian and Canadian situation is the clause in our Copyright Act, which requires United States manufacture before United States protection is given. This clause, introduced at the behest of the New York printers in 1891, has been a deterrent to a better publishing understanding for thirty years, and the sooner it is eliminated from our law, the better for American publishing, and just as truly the better it will be for American printing, as the experience of these years has shown that the tendency of this clause has not been to increase the amount of manufacturing done in this country.

The proposal for such a revision is to be brought forward with this Congress, supported by the Authors' League, by the Publishers' Copyright League and by the National Association of Book Publishers, and it should have and probably will have the support of the printers. The latter have been meeting in Montreal this week, at the annual convention of the International Typographical Union, and it is to be hoped that they will add the great weight of their approval to the movement to place the United States on a satisfactory footing with other nations.



## Bookstore Revivalism

**T**HERE is one aspect of bookselling frequently noticed in those stores that have acquired a real personality and whose managers and salesmen have confidence in their own taste and ability to direct the reading habits of the habitués of the store. In such stores one frequently finds on the counters with the new books a pile of some older volume that they are pushing out to a new reading. This sort of revivalism is sometimes directed toward the accepted classics of past years and sometimes directed toward books of the more recent years which have had their first sale, but deserve a continued attention.

Such selling is instanced by the bookseller who recently decided that there must be scores of customers who would like to read or re-read Boswell's "Johnson" and put out on the front counter a pile of the handy one volume India paper edition. The result of persistent attention to this has sold over four hundred copies within a year. Another store has decided that the "White Shadows in the South Seas" indicates that it is time for a revival in Melville, and found readers for many copies of "Typee." There is a peculiar satisfaction in building up sales of this kind, and there are scores of titles on which such efforts can be concentrated. It makes the bookseller an original, constructive force in his field, unaided as he is in this work by any outside publicity. It gives him the knowledge that he is taking his place in the development of public taste and public thought, one of the elements that makes bookselling a satisfaction to those who enter the field.

## Printing Arbitration

**T**HE wage scales of five New York Unions are now to be submitted to arbitration by agreement between the employers and the representation of the Union. The contracts with pressmen, feeders, paper handlers and cutters terminate on April 1st, about ten thousand workers being involved. The conditions of the agreement are that the scale can be opened for discussion, either because of a change in the cost of living or because of a change in the general conditions of the industry. Both facts will be taken into consideration. Inasmuch as there is a very grave amount of unemployment in the printing shops of New York, and as an increasing amount of competition at lower prices is coming from out of town, there is a very real need for revision, and such revision would undoubtedly work to the advantage of the employees by enabling the printers to keep the shops active.

The National Association of Book Publishers is collecting the data from this part of the industry to present to the arbitrators. These statistics show a great amount of work being held up awaiting better conditions and a very strong trend toward putting work outside. One publisher reports that he is putting outside of the city double the amount of work that was done that way last year.

## Binghamton Printing Strike

**A**S the large plant of Vail-Ballou at Binghamton does much work for New York publishers the printing strike of March 8th in that city has especial interest. The agreements had expired on March 4th.

The scale has been \$38.00 for day and \$42.00 for night, twenty-five per cent below the present New York scale on which the Employing Printers of New York are demanding reduction. The men demand \$45.00 for a day scale and \$50.00 for night.

The employers first offered \$31.00 and \$34.00 and then offered to hold present levels or to submit to arbitration. These offers are rejected, and the strike has begun.

## Women's Annual Dinner

**T**HE fourth annual dinner of the Women's National Book Association was held Thursday evening, March 3, at the Hotel Brevoort. It was a great success. Miss Madge Jenison, the president of the Association, introduced the speakers. Altho Miss Zona Gale, who was to have been one of the principal speakers, was in Washington reporting the Inaugural proceedings, "Miss Lulu Bett" was not forgotten at the speakers' table. Mr. Pemberton, the producer of "Miss Lulu Bett" and "Enter Madame," the first speaker of the evening, told anecdotes of the people who make those plays a success. Something of the flavor of Wallace Irwin's speech may be guessed from its title, "My Three Fiascos as a Public Speaker." Mrs. Kate McLaurin, author of the play, "When We Were Young," spoke briefly of the playwright's joys and disappointments. Alexander Black, author of "The Great Desire," in his usual brilliant fashion, talked about "Women and Books." The final speaker was Mr. Currie of the American Academy of Dramatic Arts, Director of Pantomimes at Carnegie Hall.

The souvenirs which were at the various places and those which were later given out by some of the young and beautiful members of the Association were contributed by the following publishers:

Copies of "The Splendid Folly" by Doran; "Through Mocking Bird Gap" by Penn; "The Flood Tide" by Little, Brown; "The Seventh Angel" by Harper; "The History of the Woman's Party" by Harcourt, Brace and Co. Beddy-Bye Dolls were given to the ladies by Jacobs. Bags, with color illustrations of "Slippy McGee," to carry away the new volumes, were given by Grosset and Dunlap.

# Is Book Advertising Topsy-Turvy?

By Alex E. Osborn

*Author of "Short Course in Advertising"*

ON account of the fact that a book of my authorship has been recently published, I have been brought into contact with some of the advertising problems of the book business. These problems have naturally forced the professional side of me to analyze them, even tho I have no direct interest in their solution.

As a matter of conversation, I recently said to an important executive in the book-selling business:

"To my mind, the system of book advertising is all topsy-turvy—the custom that has been built up is fundamentally wrong—and the solution of the problem is fundamental and almost obvious."

## Inexpensive Diversion

The managing editor of the *Publishers' Weekly* heard about this "Bolshevik" utterance of mine and asked me to run the risk of taking the light of my opinions out from under the proverbial bushel and putting it out into plain view where everybody who wished to, could blow it out.

So, admitting that my alleged advertising intelligence may be applicable to bread, and motor trucks, and shoes, and cereals, and a score of other things, and not in any way applicable to the selling of books—I gladly lay myself open to the chilly blasts of the book world.

Books, from a selling standpoint, are more like moving pictures than anything else. In fact, probably the greatest competition against the movies are books. And probably the greatest competition against books are movies.

From the standpoint of economy there is probably no less expensive enjoyment than a book. The book is read by mother, and in reading it she spends from 10 to 40 enjoyable hours, which would cost from \$10 to \$100 if she were to spend the same time at a good moving picture, at a vaudeville show, at a legitimate play, driving a car, or dining out. And the people who are the possible readers are people who can easily afford the \$2 or \$3 or \$4 that a book costs. The economy of reading is further emphasized when one considers how the same book can bring joy to four or five people in the same family, and then be loaned to neighbors, and then be put into the bookcase for the coming generation to read.

So—the competition is not so much the price of a book as against the price of a movie—so much as it is a competition of time. The present day life is so rapid that it is almost impossible to find the hour or two a day to devote to reading.

But why is it that 30,000,000 people buy moving picture tickets each day, and only a paltry few hundred buy books?

Of course, one reason is that the movie appeals to a wider range of taste. But another reason is that movies are better sold.

Out of the last five books which I have ordered only one happened to be in stock in my favorite book-store. It is a task for me to buy a book. It is hard to find out where I can get it, and it is almost impossible for me to get it when I want it.

But a movie—I cannot open up my evening paper without being attracted to the movies, even tho no such thought has been in my mind up to that minute. In a certain section of the paper (which even my little daughter could find) movies are listed. I can pick the picture that I want to see, and I can know for a certainty just where it is.

In other words, the retailers of movies lay wares continually before me. They do not make it necessary for me to search for their pictures—they come to me and tell me about them thru the medium of the daily newspaper.

Movies are right out in front where I can thumb them over and pick out the one that I want to enjoy.

So, from the standpoint of distribution, the movies are much easier for the public to buy, and from the standpoint of advertising volume the comparison is overwhelmingly in favor of the movies. For instance, in one inland city of medium size, one theater alone spends \$20,000 a year in the newspapers advertising its picture attractions. Imagine a book retailer spending any such sum?

Of course, the answer is that the moving picture theater does a much larger volume of business, and \$20,000 is a very small percentage of its box-office receipts.

## Movie Publicity

But, isn't it true that with the right kind of an advertising program, the book-seller could increase his business so that his advertising appropriation, altho it might actually become larger in dollars and cents, would become proportionately smaller and smaller?

In this same city, approximately \$200,000 a year is the aggregate expenditure of moving picture theaters in the newspapers. This comprises only 20 or 30 theaters, which are, in turn, not producers but just retailers.

In one typical newspaper, 121,189 lines of advertising are used each year for the promotion of amusements. If this same expenditure holds proportionately true thruout the country, the total for amusement advertising in the newspapers alone is almost \$10,000,000 a year. And this includes only such advertising as is done in the newspapers by the retailers of amusement—not by the producers.

From the standpoint of distribution, it may not be possible to have a live book-store in



every neighborhood just as there is a live moving picture theater in every neighborhood. But from the standpoint of telling the public thru newspaper space—why isn't there quite a similarity between the problem that confronts the retailer of moving pictures and the problem that confronts the retailer of books?

The moving picture exhibitor does not rely upon the producer to carry the burden of telling the public. He does his own selling thru the printed word. Anything that the producer may do is just so much *extra* force behind the retailer's individual effort.

But, isn't it the custom in the retail book business to expect that the publisher bear the burden of telling the public about books, and thereby sending the public to the retailer to buy his books?

#### Cumulative Advertising

Suppose the moving picture exhibitor relied on the producer to sell his pictures to the public thru the printed word. And suppose the exhibitor, by the same token, failed to tell his local public about what he had for sale. Would the moving picture theater then be so successful, and would movies be so in demand?

It might be possible for the moving picture producer to do so vast a job in advertising that he *could* sell the pictures to the public for the individual exhibitor.

But it is not possible for the book publisher to do so. This difference is due to the fact that the usual picture will run into a volume of business totalling hundreds of thousands of dollars, whereas the usual book is lucky if it reaches tens of thousands of dollars in aggregate sales.

Then, too, the margin of profit to the publisher of books, is so slight that an appropriation of a few hundred dollars per book for advertising purposes is about all that a book will stand. And to try to make any sort of a national impression for any product—whether it be a certain book or a certain hairpin—is a practical impossibility with an appropriation as small as that.

Of course, if each book that a publisher produces should warrant an expenditure of say \$1000, and there were 100 such books a year—that would make a total appropriation of \$100,000. Such a sum could make an adequate impression on the national mind.

But, unfortunately, each book is a separate product, and, therefore, the \$1000 spent on a single book has practically no accumulative value. And it is *accumulative* value that makes advertising profitable in most cases.

Some moving picture producers, such as Paramount Art-Craft, are seeking to gain an accumulative effect in their advertising, by hanging all the advertising on one peg; namely, a trade-mark which will identify each picture of their production. However, even in moving pictures many people think this is somewhat far-fetched, because the public mind does not think of pictures in terms of trade-marks, but in terms of individual titles.

It is even more far-fetched for a publisher to try to gain this accumulative value from his advertising by hanging all of his advertising on one peg; namely, the name of the publishing house.

But—and here is the crux of the whole matter—the book-seller CAN gain an accumulative effect from his advertising. His store is known by its name. If he advertises a book and gives his store's name sufficient prominence, the advertising from that book will be profitable in the long run, even tho that particular advertising does not sell two copies of that particular book. For such advertising will tend to build a public brain-cell—a certain consciousness that said book-seller's store, is at a certain location and has certain things on sale.

When a department store advertises bargains, it does not make that advertising pay for itself by the bargains that are sold as a result. The immediate sales may *help* pay for the advertising, but what makes the advertising so profitable and absolutely indispensable is the fact that the local public is kept reminded of that store's presence and of the services that it offers.

In other words, when a woman reads the bargain advertisement and says: "I shall go there tomorrow and buy some of those shirts."—she is not the one who makes that department store's advertisement profitable.

It is the woman who, a week or so later, says to herself: "John needs shirts. I think I shall go to such-and-such department store"—and not knowing what has put that department store's name in her mind, she goes and buys those shirts at regular prices. She is the one who makes a department store's advertising really profitable.

#### Individuality and Consistency

In other words, the opportunity of the book-retailer to advertise books is based on his opportunity to make his store an institution—a part of a locality's life—an agency that is well regarded and favorably known as an asset to the community and to the individual.

Almost every department store has institutionalized itself. Many a good jewelry store has institutionalized itself. In every city there are from a dozen to 100 stores that have institutionalized themselves—that have built for themselves a certain favored place in the public mind.

Few of those stores have one-half as much reason as the book-stores have, for becoming "*institutions*" in the best and most potent sense.

And best of all, the book-store can take one specific book at a time and advertise it, and in that way give to its advertising a certain news-interest, a real allurements—and with a modest expenditure (consistently applied) it can, by its repeated advertising whether it be weekly, or daily, or bi-weekly, carry on a campaign that will win over to that store such part of the public as it *should* have as patrons.



So, isn't it possible that the advertising of books is squarely at the door of the dealer, rather than at the door of the publisher?

For the dealer to do this advertising in an institutional way he must follow a certain continuity. His advertising must express the individuality of his store week-in-and-week-out. It cannot be a blatant Gothic announcement this week and next week a dainty Cheltenham advertisement utterly different in style. There must be a definite continuity of appeal so as to make each advertisement *continue* its value into the next advertisement and in that way insure accumulative effect.

For that reason the book-seller must use his *own* advertising. He should not try to use the utterly different and unrelated species of ready-made advertisements which the different publishers might furnish. He might use the wording from these advertisements, but the style must be adapted to his store's own per-

sonality, so that a real continuity of *impression* will result from the store's program of publicity.

But above all, this must be remembered—that one of the greatest causes of waste in advertising is the expectation that an advertising success can be made without adequate time, and without the continuous expenditure of enough money to make a definite impression. The old idea was to run an advertisement as a sort of "flier" and then see what the result might be. In 90 cases out of 100 the results were nil and the money was wasted; whereas if a thoro-going advertising program of three to five years' duration had been carefully considered, and finally adopted as a definite part of the business policy, the chances would then be almost 99 out of 100 that with a fairly intelligent handling, the result would be a huge success, by which the dealer would have lifted himself from mediocrity to leadership.

## How to Stock a Bookstore

By Richard W. Deshon

[This article was contributed to the recent PUBLISHERS' WEEKLY prize contest and received honorable mention. Mr. Deshon is at The Gardenside Bookstore, Boston, Mass.]

**I**F I were running a bookstore for myself, the amount of capital invested, the location and the clientele would be the factors to be considered in selecting the stock in the beginning.

The amount of capital invested would be of first importance in determining the stock, but whether this was \$5,000 or less, or \$50,000 or more; certainly, the location and clientele would be of great significance. By location, I mean first the city, and then the part of the city where the store was to be located. If in New York, a store in the neighborhood of Wall St., would have a different trade from one in upper Fifth Avenue. The clientele, unless already built up, would depend on the location; and, if in a section where business men would be the principal customers, an entirely different kind of stock would be necessary from a neighborhood where women would form the greater part of the buyers.

The location determined, I personally should want to have a rare book department. This is not merely because Mr. Newton, in his articles telling booksellers how to run their business, advises it. But it is really a most interesting part of the business for one who knows anything about it. Outside of New York, Boston, Philadelphia, Chicago and one or two other places, it would, however, be risky; and it is a dangerous thing for anyone to do who is not familiar with rare books. It is easy enough to buy thousands of dollars worth of such books, which may not be turned over for ten years. Therefore, it is advisable to buy only such items as are in demand, and which, it is reasonably certain, may be sold within a short time, and to know the proper price to

pay and charge is of the utmost importance.

The slow turnover of so many of the old books is one reason why one not familiar with them should hesitate to stock them. Another very important reason is that unless one knows editions and selling points, or at least knows where to turn to get the information, it is useless to attempt to sell rare books. Then—very many "faked" firsts are in the market, and the bookseller cannot be too careful in buying such items: for a misrepresented sale even tho the bookseller is perfectly sincere and believes he is selling a genuine rarity, results in the poorest kind of advertising. But with the knowledge of the right books to buy and the right way to sell them, it forms, as I have said, a most interesting part of the business; and, also, for a keen buyer, the most profitable. Furthermore, there is a big chance to develop collectors and almost endless opportunities once a collector of rarities is made to sell him books in the future.

While many first editions and rare books are standard books, the best current editions of the most popular standard authors are of more general interest. There are certain editions every bookseller should carry, such as the Gadshill Dickens, the Smith & Elder, Thackeray and the Dryburgh Scott. A set of each in a good English half binding might well be stocked by any bookseller in a community where the patronage is liberal. But bindings are expensive these days, and for one person who will purchase a set in binding there are ten or a dozen who will purchase a set by the individual volume. Therefore I should start with a complete set or two of these editions, as well as other staples, such as Kipling, Conrad, Stevenson, O. Henry, etc.

The more popular titles should be purchased more heavily than the minor ones. Ten people

will buy "David Copperfield" to one purchasing Dickens's "Reprinted Pieces."

Many mistakes are made by buying on the book-seller's part of too many copies of the minor titles. These will not turn over rapidly, but will remain in stock for years and get shopworn, no matter how carefully the stock is taken care of.

At the present time, the limp leather sets are good sellers. Many, however, prefer the cloth bindings, and it is well to represent both in the proportion in which they will be demanded. As you can't tell in advance what will be demanded, it is advisable to buy lightly at first, representing more fully the popular titles, and later on reorders may be carefully given.

#### Fashions in Classics

Some authors come in many editions, the merits of which in some cases are nearly equal, so that the only way to decide which to carry in some cases is to have *sample* volumes, which may be shown to the customer, and from which he may order. There are, for instance, two bindings of the Nelson New Century Library. The cheaper one is very popular and should be well stocked. The De Luxe binding is preferred by many, and samples of the more popular authors would be a better buy than complete sets. In getting samples the more popular titles would be advisable. When these are sold, they or different titles of equal demand should immediately be reordered.

The various Oxford editions of Dickens, Scott and Thackeray, in the leather bindings, could easily be stocked in the same way. Many of the authors which were so popular years ago, as Fiske, Parkman, Holmes, Hawthorne, etc., while of great merit today, can be more profitably handled in the small or new shop by samples, or, in some cases by several of the more popular titles. The fact that an author's works may have been very popular 20 or 30 years ago but are much slower sellers today is often forgotten by a bookseller.

The Cambridge edition of the poets in cloth, and the more popular titles in the half leather are worth stocking well. Many standard works, not easily available elsewhere can be had in the *Everyman's Library*, and certain of these titles can be turned over quickly. If the store is located in a university town, many titles constantly called for—can be supplied in a good moderate priced edition.

The question of stocking the classics, drama, essays, poetry in general the miscellaneous titles making up a publisher's list is a serious one, demanding much study. It is better in the beginning to stock up those titles only, which it is reasonable to believe will be turned over quickly. A speedy turnover, cannot be emphasized too many times as the big thing in the success of a bookstore.

Certain specific sorts of books may and may not be desirable to stock. Scientific, mechanical and medical books, if already sold by a store with an established trade in the same city, should probably not be undertaken. Special subjects like these should only be handled by a

dealer knowing what he is buying and how to sell these subjects. If a good denominational religious bookstore is in the city, it will probably get most of that trade.

Children's books are a special problem, and, if possible, should be handled by a special buyer and salesman. A good children's department will bring adults to the store and serve in helping the bookstore become a necessary place in the life of the community. The problem of the new book is not as large a problem in this field as it is among other publications. A great percentage of books usually sold are established titles, and a good variety covering the interests of all ages can be carried for a relatively small investment.

The popular books on architecture and home decoration have a wide appeal, and I should represent the best of these rather generously, for they always sell well. The more expensive items like Odom's "Italian Furniture" and Lockwood's "Colonial Furniture" can be sampled if in a community where there are collectors. If, however, I knew nothing personally about the merits of the many books of this kind, I should get the advice of some one who did know. In all special fields, I should not hesitate to ask the advice of others on subjects in which I knew little.

The question of business books is a big opportunity for most booksellers. If, for instance, I knew nothing about accounting, I should get the advice of some instructor in a neighboring institute as to the books he would recommend to his classes.

#### Travelers Too Persuasive

In buying new publications, I should use great care. Whenever possible to read an important new novel in advance of publication and before buying, I should do so. Certain authors like Zane Grey and Oppenheim are always worth about the same number of copies. Important authors like Galsworthy and Walpole sell better in some cities than others. It simmers down to a question of locality and clientele, in most cases. Certain authors like Mary Johnston were tremendously popular at one time, and now it is difficult to sell their books. Authors like Blasco Ibáñez and Merrick are widely exploited, and their older as well as later publications may be safely bought. In Boston, Marshall's novels are good selling stock thruout, but I doubt if this is true thruout the country. Again it is locality and clientele. In order, then, to determine what to order, one must have experience: and in starting until you get that, it is far better to buy lightly than heavily.

The publishers' travelers, for the most part, are excellent salesmen, and their very persuasive methods of selling often influence a buyer to go too far. "Sampling" unknown books cannot be too heavily condemned. More money is lost that way than thru any other kind of buying. The mark-down counters are often filled with these books which have been purchased in small quantities which, perhaps came in during a busy season, but not in suffi-



ciently large quantities to be properly displayed.

In buying works other than fiction, the same holds true. If it is reasonably sure to interest your clientele, buy it; but conservatively, at first. Otherwise, skip it. And don't, simply because you yourself like a book, plunge and buy more than you will sell. Because you like a book is a big reason for buying it, if you feel sure the public will like it, too. And likewise you may not like a book, but the author may be sure to sell, and personal prejudices should not rule the buyer; common sense should.

When it comes to reorders, it is a simpler thing, and after the bookseller has established his trade; it is easier to buy new books. A running inventory of stock, that is listing the receipt and sale of every title, is too complicated a matter for the average bookstore. It is not an accurate method as a rule; and is a very expensive one, for time is taken up, which can well be given to other things.

Some system for reorders is very necessary—a book in which the shorts are promptly written down, both the titles asked for, and not in stock and the titles ordinarily carried of which the last copy is sold, or which is running low. The buyer, should, each night, determine what it is necessary to order and order them; unless it is an item, which can wait until the traveller comes. The more books ordered from the traveller, the better for the business, on account of longer datings on the bills, and better discounts. The sales should be analyzed at certain periods. Let us say for instance that during a week the sales were \$1,000—as follows:

Novels .....	40%	\$400
Biographies .....	15%	150
Standard books .....	10%	100
Topics of the day .....	5%	50
Poetry .....	3%	30
Reference books .....	2%	20
Travel books .....	2%	20
Essays .....	1%	10
Business books .....	1%	10
Bibles and religious books .....	1%	10
Children's books .....	20%	200
	100%	\$1000

This is of course a rough analysis, which can well be expanded.

This should be repeated, an average struck, and the percentage of certain kinds of books should be used as a basis in buying. If, for instance, the average for a period was that given above, and the amount allotted for purchases was \$6,000 for the month—\$3,000 could be spent for novels, \$9,000 for biographies, etc. This would have to be an average not for one or two weeks but for a year and more to get a real working basis, as certain biographies, like Roosevelt's "Letters to His Children" would sell in a way one year that no other biography would for years. Topics of the day, books like "Economic Consequences of the Peace" and Dillon's book, which had a tremendous sale a year ago, are

absolutely gone by now; and this should be taken into consideration.

In conclusion I would say I should endeavor to use common sense, by conservatively analyzing my sales; always aiming at as quick a turn over as possible; thus reaching for the financial success, without which no merchandizing is worth attempting.

## Books on America

THE Roosevelt Memorial Association, thru the Educational Committee of the Women's branch, has just issued a list of books which it suggests as supplementary reading in public schools, having secured the co-operation of the New York Board of Education in preparing this. The list will be of interest to booksellers as showing the type of book that this Committee believes would make real appeal to young people, stimulating in them a deeper interest in their country.

### Books On America

Endorsed by the Educational Committee of the Woman's Roosevelt Memorial Association  
Promised Land, by Mary Antin. *Houghton.*  
Verse for Patriots, by J. Broadhurst. *Lippincott.*

Four Aspects of Civic Duty, by W. H. Taft. *Yale.*

An American in the Making, by M. E. Ravage. *Harper.*

The New Citizenship (Pageant), by Percy MacKaye. *Macmillan.*

From Alien to Citizen, by E. A. Steiner. *Revell.*

My Country, by G. A. Turkington. *Ginn.*

World War and its Consequences, by William H. Hobbs. *Putnam.*

Abraham Lincoln, by Brand Whitlock. *Small, Maynard.*

From Midshipman to Rear Admiral, by Rear Admiral B. A. Fiske. *Century.*

Land of Fair Play, by Geoffrey Parsons. *Scribner.*

Our Military History, by Leonard Wood. *Reilly & Britton.*

The Military Obligations of Citizenship, by Leonard Wood. *Princeton Univ. Press.*

Fear God and Take Your Own Part, by Theodore Roosevelt. *Doran.*

Foes of Our Own Household, by Theodore Roosevelt. *Doran.*

This Great American Republic, by Henry A. Wise Wood. *League for the Preservation of American Independence.*

Their True Faith and Allegiance, by Gustavus Ohlinger. *Macmillan.*

Talks with T. R., by J. J. Leary. *Houghton.*

The Great Adventure of Panama, by P. Bunau Varilla. *Doubleday.*

The Art of Fighting, by Rear Admiral B. A. Fiske. *Century.*

Handbook of American Government, by W. H. Bartlett. *Crowell.*

Story of the Constitution, by Rossiter Johnson. *A. Wessels.*

The Straight Deal, or an Ancient Grudge, by Owen Wister. *Macmillan.*



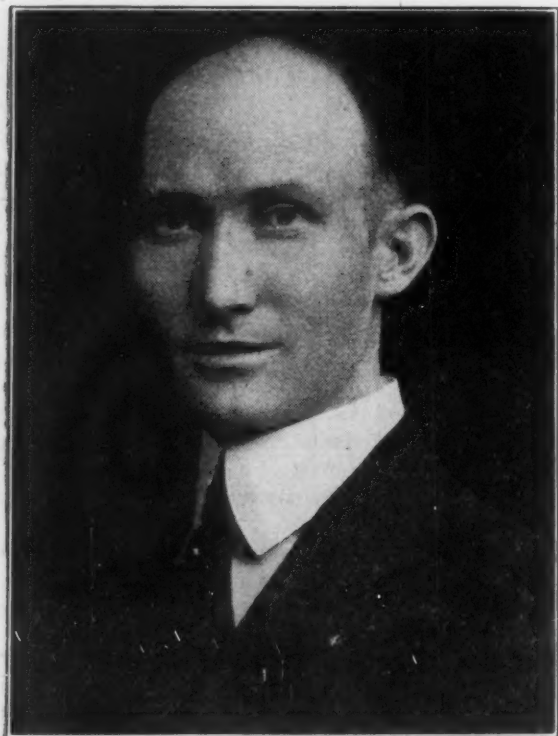
## A Progressive Religious Book Store

By Dr. W. J. Smith

*Manager American Baptist Publication Society, Kansas City Branch*

**I** DON'T believe anyone can safely say that he has solved the many problems that confront him in building up and maintaining a successful mail order and retail religious bookstore. We all have, more or less, ideas and methods in trying to build up our business.

May I say to begin with that Kansas City is one of the best cities in the United States for any line of legitimate business. It is a progressive city in every respect. Our railroad facilities could not be improved, and we have the best of agricultural land extending hundreds of miles in all directions.



DR. W. J. SMITH

Most concerns would have hesitated in launching out in any line of business in the midst of the world war in the spring of 1918, but we started, and it has been a success. I was advised by some of my closest friends that I was confronting a hard task in the midst of one of the most critical periods of all history, as conditions were so unsettled and the world was in a general turmoil.

My many years experience in the book business with the American Baptist Publication Society convinced me that our people would be back of me to the limit and would give me full sway in working out plans and methods in building up the business here in Kansas City. We opened up our doors for business in the spring of 1918 with myself and one clerk to build up our trade. Our location was

not the very best for a retail bookstore, but there was one thing I had in mind, and that was to make this proposition a success if human energy could do it.

Our business has grown in leaps and bounds since the day we started, until now we employ nineteen clerks in caring for the work in different departments and could use more to handle the large volume of business. We have not only succeeded in building up a great mail order trade, but our retail business all along has practically doubled corresponding reports of the previous year, which leads me to believe that we are just beginning to reap the vast amount of business that can be had by going after it.

I believe anyone should know the fundamental principles of any line of business. Especially, in the religious book business. A man must know, more or less, about the books he sells, and then he should know his customers and the particular line of literature in which they are most interested. I don't believe any one can have any too many friends in business. They are the ones who help pay the overhead expense. I try to keep an up-to-date index card mailing list by making changes, eliminating and adding daily, as information reaches our office. I also have a personal mailing list of some of my best customers, to whom I am permitted to mail a few new books each month, and I know just about the kind of literature these people read. This is the result of a great many sales of religious publications.

I also believe it is essential to know the authors of books, and greatest care should be used in buying books. I have always thought it folly to buy something and doubt its merit. I try to buy books that are worth while and have a place in the reading world. Then, I push the sale by various methods, which I doubt if I could fully explain. One man may have an art of achieving things, yet it might not be practical for the other fellow.

A manager, in my opinion, should take an active part in every department of his business by seeing that his plans and ideas are carried out to the fullest extent. His influence and personality should encourage the employees to enter into the work with full heart and determination. There should be system and regularity. While I have always felt it necessary to have real system, I have not realized a real systematic organization. I feel sure some of my methods would not meet with the approval of some great bookmen, but it does the work for us, and we get results. I try to take advantage of the live propositions that I run into in different ways, and after thinking them out, if they seem logical, I give them a trial. While we are not going to meet with success in all

of our adventures, if we keep after it and back it up with real service, we shall ultimately see some results.

We try to fill orders and answer correspondence on the same date they are received. Customers seem to like this service idea. It is the thing they are looking for. We do everything possible to accommodate our trade, and give it in almost all cases, the advantage of a doubt when there might be an occasion for such a thing, providing it is in the boundary of legitimate business to do so.

I do my very best to hold my old customers by keeping in touch with them, and I add new customers as time will permit. The follow-up system is generally used in almost all progressive business. I consider it a good plan. If we are permitted the pleasure of quoting anyone on a bill of goods, large or small, we try to stay with them until we land the order. In most cases we succeed.

The right kind of advertising, I believe, is the gateway to a successful book business. The religious work in our country is like that done by all other organizations. From Sunday School teachers up to pastors, all are seeking the best information that will help them in their work, and the progressive religious book publishers are trying to furnish the proper books for the different departments, and it is up to the religious bookstores to get in touch with these people and keep them posted as to the material they should have. I believe the religious bookstore is just beginning to find its place in our country. It will

stand out more prominently in the future than in the past. It is up to us to place the religious bookstore where it should be. I am sending out letters to all the pastors in my territory soliciting their co-operation in the Religious Book Week. It will not only mean the sale of books, but it will help to make our world safe for democracy. While doing this, we are advertising our store and will, no doubt, get in touch with many prospective customers.

I try to see that the store is kept looking clean and inviting, as well as the show windows, and dispose of any stock that seems to utilize space on our shelves for lack of demand. We all get stuck at times on unsalable books, and my plan has been to get rid of them as quickly as possible, even at reduced prices, which is far better than keeping them for souvenirs.

I consider myself fortunate in being permitted the pleasure of working up from an errand boy to manager for the American Baptist Publication Society, an experience which gives me facts to work on and enables me to see things possibly from an unusual angle. I received my book training under the leadership of two of the best book men of their day, namely, B. J. Roberts, who was manager of the Society's Branch House in Dallas, Texas, in 1902, and in later years under Jesse Speight who succeeded Mr. Roberts as manager of the St. Louis House.

There is one thing I have never done, and do not to this day, and that is, watch the clock.

## Canadian Book-Trade News

TORONTO—A forward step and one distinctly in the best interests of the Canadian book-trade has been taken by the Book Publishers' Section of the Toronto Board of Trade, which embraces in its membership nearly all the Canadian publishing houses, and is in fact the Canadian Book Publishers' Association. Following the annual meeting a week or so ago, when John McClelland of McClelland & Stewart, Limited, was elected president, a decision was reached to hold a monthly get-together luncheon. At each luncheon some one special topic was to be discussed and such action taken as would be to the advantage of the trade.

The first of these luncheons took place at the National Club on March 3 and the topic set for discussion was the practice of shipping books on consignment to booksellers. After the subject had been thoroughly debated a resolution was drafted and submitted to the meeting on motion of S. B. Crundy, Oxford University Press, and George J. McLeod, George J. McLeod, Limited. This resolution, which reads as follows, was carried unanimously:—

"Whereas the shipment of books on consignment and subject to rebate, exchange or return, has proved detrimental to both publisher and bookseller;

Be it resolved that on and after April 2nd,

1921, the members of the Book Publishers' Section of the Board of Trade of the city of Toronto will under no condition ship books (other than educational) on consignment subject to rebate, exchange or return, with the exception of one copy which may be sent as sample; no books to be loaned for window or counter display."

Several of the Toronto publishing houses will be represented at the conference of Canadian authors to be held at McGill University, Montreal, on March 11 and 12. A call for this meeting went out some time ago, the circular issued by B. K. Sandwell, editor of the *Canadian Bookman*, reading,—“It has long been felt by many of the leading writers of Canada that some means of bringing together the members of the author's craft, for the discussion of their common interests and the development of a livelier community spirit, was greatly to be desired. They are convinced that more co-operative effort by Canadian authors would create a wider interest in Canadian literature, both in Canada and elsewhere. To the general reasons in favor of such a gathering there is now added the need for organized representation of the author's interest when copyright legislation is being considered by Parliament during the coming session.”



The invitation to attend the meeting has been extended to "all Canadian producers of copy-rightable material of a literary character," this broad definition making it possible for the publishers to participate. Quite a number of authors have signified their intention of being present and the gathering bids fair to be a momentous one in the history of Canadian letters.

Despite depression in many Canadian industrial centers, which has showed up business to a certain extent, publishers here report that 1921 trade has opened up quite satisfactorily. There is not any great rush of orders, but a steady turnover is proceeding. The book-trade at least is not suffering at all seriously from the slowing-down in industry which started last fall and is only now showing signs of improvement.

W. A. C.

## Religious Book Week Finds Wide Support

THE Religious Book Week number of *The Baptist*, March 5, has just reached the Committee. It is rich in suggestions of reading material for pastors and people. A partial list of contents includes: editorials on "Religious Books," and "When Did You Buy a Book?"; articles: "A Man and His Books," by Harry Emerson Fosdick, "The Place of Religious Books in the Home," by Emory W. Hunt, "Religious Books for Young People and Children," by Mary E. Bamford; two symposiums—"Books I Should Like My Pastor To Read," and "Books I Should Like My People to Read," written by representative laymen and clergymen addressed by the magazine; "A Pastor's Reading," by E. M. Poteat; a summary of best sellers by the agencies of the American Baptist Publication Society, and a page of book reviews. Also the announcement of an article by Professor John R. Brown on "Religious Literature—Then and Now" to be printed in the March 12th issue, and a splendid cover reproducing the Religious Book Week poster.

The Association Press has sent an attractive four page leaflet to six thousand Y. M. C. A. secretaries. "The Year-Round Bookselling Plan and Religious Book Week, March 13th-20th" announces the leaflet, with an attractive cut of the "Be Wise—Time Flies; Buy a Book a Week" poster. "This is a great stride forward in the history of the Religious Book World. It is the practical outcome of that getting together spirit which we call co-operation. Both the publishers and the distributors of books have felt that there was no good reason why people should not buy books for themselves and their friends as frequently as they now buy less desirable things.

"It is the purpose of the Year-Round Bookselling Plan to try out this idea by applying a general program under which all publishers and booksellers will work to stimulate greater public interest in the whole book field, and from March 13th to 20th to concentrate all efforts on *Religious Books*. . . . It is doubtful if many of us really know how indispensable present day religious literature has become and how close a relation it bears to questions of daily living. The leaflet gives the slogans for the various months, an article by Harry Emerson Fosdick, and suggests six ways in which secretaries can 'Help make 'Religious Book Week' a success in the com-

munity and a real start toward a wider use of religious books thruout the year."

The *New Era Magazine* for March conducts an interesting symposium of publishing houses "concerning the duty of the public toward the effort of the publishers to provide the best in religious literature for scholarly and popular ownership and reading. "If all young married couples could realize how much their future happiness actually depends upon creating the right religious atmosphere about their home from the start," writes the Fleming H. Revell Co. (William H. Wooster), "I am sure a number of religious books would be installed along with the very first furnishings for their new home." "More religious reading by members of regular churches ought to be done and can be done," writes The Macmillan Co. (W. H. Murray).

The March issue of *Newsabout*, published by the United Religious Book Agency, gives many suggestions for Religious Book Week and the Year-Round campaign. The Woman's Press advertisement in this attractive selling aid is headed "Which shall it be on Easter morning? Hankerchiefs? Candy? Flowers? Bunnies? It is up to YOU to make it BOOKS.

The *Sunday School Times*, February 26, has articles on "The Minister and His Reading," "Reading to Steady One's Faith," "Among the Newest Religious Books," "Gateways to Children's Reading," "The *Sunday School Times* Book Department," "How to Start a Shelfless Library," and several other helpful hints about reading. Nearly all these articles include lists of recommended books.

The *Central Christian Advocate*, February 23, carries a Religious Book Week editorial, an article on "Reading and Ownership," by W. J. McGlothlin; "Is Reading a Lost Art?" by Clifton D. Gray, President of Bates College.

An attractive sticker advertising Religious Book Week and Oxford Bibles has been supplied in thousands to booksellers for use in their correspondence, and an attractive show card sent to them for window displays of Bibles during Religious Book week.

The Fleming H. Revell Co. has sent 25,000 copies of a vest pocket notebook to dealers, advertising the Week and special Revell books that can be connected with it.



A special Religious Book Week Committee was formed by the Chicago Booksellers' League which circularized all the ministers of the Chicago area, presented the subject by delegates to ministers' meetings and supplied

the daily papers with news stories.

In Winnipeg the big Russell-Lang Bookshop has taken the matter up energetically and has circularized the ministers of all denominations.

## Adventures of a Bookseller

By Ketch

MR. ONDECK'S dinner consisted of a chocolate fudge, a sandwich and cup of coffee, after which he read the noon edition and smoked a cigar to let the above settle. Then he returned to the Bookstore, entered by the rear door, and after hanging his hat on a peg, took up his duties on the 'floor.' There were just two customers in sight, and Miss Vampet had one, while the other evidently had helped himself and was now half sitting on a counter absorbed in a book. Mr. Ondeck approached him.

"Waiting on yourself?" he said pleasantly.

"Yiss," replied Mr. K. Zuki, a small but upright son of Japan.

"Good."

"I wanna ask it. Haf you any book wid pheelosophe?"

"Philosophy. Yes sir. Here is a shelf devoted to that subject."

"Ah!"

Mr. Zuki ran a finger over the titles and drew out three volumes.

"Jess leave me, sank. I look um."

"All right sir."

And Mr. Ondeck moved on to arrange stock, and straighten up things until his customer should call. After quite a time Mr. Zuki said,

"I wan' sese two book"—laying two aside—

"But why not no ginerall pheelosophe here? I nod see him."

"General philosophy? These are all general. Maybe I don't understand you."

"Vell, like dis ways: Pheelosophe iss of all peoples. Dese book just Chreestian pheelosophe."

"Oh."

So Mr. Ondeck got out the Yogi books and left him again while he looked them over. In his mind Mr. Ondeck was thinking: Philosophy! What does he know about philosophy, I wonder? Well, a Jap never buys a book till he's read it, so I'll leave him alone. That's the difference: an American takes a chance; title looks good, or author, and he plunges; but nothing doing for the Jap. Has to be sure thing with them. They aren't sports. If everybody bought that way we'd go out of business. Ha! He calls me.

"You wrap dese tree," said Mr. Zuki.

"So you are interested in philosophy?"

"Yiss. Pheelosophe."

"Studying it?"

"Yiss."

"There's one thing about Japanese philosophy I don't understand."

"Yiss?" politely interested.

"Yes. What's the idea behind this Hari-scari stuff?"

"Ah! You min Hari-kiri?"

"I 'spect."

"What you ask?"

"Why do you do it?"

"Oh zat! Vell, it iss what you call it, a 'custom.'"

Mr. Ondeck smiled.

"Yes, but wat I want to know is how you justify such a thing. Suicide is a 'custom' with you, you say; and I naturally wonder what is the philosophy that prompts it."



"I PAT YOU WITH MY LEFT HAND"

"Ah. Zee Pheelosophe!"

"Exactly."

"See. It like dis: We fail something. Then great shame, so we do Hari-kiri."

"What a philosophy!" cried Mr. Ondeck. "Just because you fail you kill yourself!"

"No, no. You don' unnerstan! We are fail—then we mortify ourself."

"I see. Well I still insist that it is a poor philosophy. Do you know the Christian philosophy?"

"Chreestian? You tell me."

"When we fail, brother, we say 'Tomorrow is another day,' and begin all over. We rise on our failures, while you mortify yourself to death. With us failure means a temporary halt, with you it means annihilation. Believe me, I prefer the Christian philosophy."

"Yiss Chreestian. I tich him."

"Oh. Do you mean you are going back to Japan to teach?"

"Yiss."

"Well, let me give you a pointer."

The Jap smiled goodnaturedly.

"Spick it," he said.

"Look," said Mr. Ondeck, patting him on the shoulder in a friendly manner with his left hand, while he took up a pair of sheers with his right, and pressed the point gently against K. Zuki's stomach. "See, Mister! I pat you with my left hand and stick you with my right. My left hand is nice philosophy, my right—bad. Therefore I have two philosophies and the right hand undoes what the left accomplishes. Get me?"

"Yiss."

"Two philosophies are bad. Make both hands good. See," and Ondeck took Mr. Zu-

ki's right hand in both his own and shook it, "Both hands good. That is the Christian philosophy."

The inscrutable look of the Orient gave Mr. Ondeck no intimation of the sentiment within Mr. Zuki's breast. He took out his watch and said in a noncommittal tone,

"I takee my book."

Mr. Ondeck watched him as he passed down the store, and when he neared the door, he paused before some books which he studied a moment—then looked back. Ondeck smiled, and that moment was as near to confusion as he ever saw an Oriental come. Miss Vampet now came up to wrap a book, and Ondeck said,

"Didn't know I was a philosopher, did you?"

"Oh yes," said she, in a bored tone and without looking at him. "You lie beautifully."

## American Booksellers' Association

**I**N a circular describing the convention plans at Atlantic City Eugene L. Herr, President of the American Booksellers' Association, has devoted several paragraphs to a statement of what the Association is and what it has done. It is a good thing for members of an organization to remind themselves at least once a year of why they have come together and what they are working for. And if there is any man who is saying to himself: "What is this American Booksellers' Association anyway? What's the good of it? Why should I go to the convention?" here's the answer:

### The American Booksellers' Association What It Is

The purpose of the Association shall be to stimulate and render more efficient the retail selling of books in the United States; to increase the value of the bookstore to the community; to work for more and better trained booksellers; to create and foster a permanent feeling of friendship and fraternity between the publishers, wholesalers and retailers thruout the United States: to promote friendliness of spirit between competitors; to prevent trade antagonisms; and thru united effort, promoted by good fellowship and mutual respect, to strive for aims and purposes which may be for our mutual welfare and for the better service of the public.

### What It Has Done

In its existence of 21 years it has stabilized the conditions of retail bookselling and established the net price system. The net price system means a fair return to the retailer for his labors, and an honest and uninflated price to the consumer.

It has established amicable relations between publishers and retailers, and a spirit of co-operation in promoting their common aims.

It has secured for the retailer, in a large

degree, a schedule of discounts that insures him a living margin of profit.

It is co-operating in the efforts now being made to enlarge the book-buying and book-owning classes in America.

### Why You Should Be a Member

The American Booksellers' Association is the national organization of the book-trade, and as such merits both the personal and financial support of all those whose livelihood is gained in the book business.

Retail booksellers and book department managers should support it, as it is constantly engaged in efforts to improve the conditions of retail bookselling and broaden the field of the bookseller's endeavor.

Publishers and their representatives should support it because it is constantly endeavoring to expand and improve their retail outlets, and thereby increase the market for their product.

### What Are the Dues?

The annual membership dues shall be ten dollars per year for any concern doing an annual book business of \$20,000 gross or over.

The annual membership dues shall be five dollars per year for any concern doing an annual book business of less than \$20,000 gross, or for any employee of any concern which is a member.

### Can You Afford to Neglect This Duty?

Fill in the enclosed application blank and mail it with your check to the treasurer at once.

### Our Goal—100 New Members for the Convention

To Members of the American Booksellers' Association:

It is your plain duty to get at least one new member for the Association before the Convention.

EUGENE L. HERR, *President.*

## In The Field of Retail Advertising

### A Good Book Bought Enlarges Thought

A book lengthens perspectives for us, adds new facts; a book a week pushes steadily back the walls that shut our thinking in. The systematic purchaser of books lives in a constantly enlarging universe.

### Useful Books

#### FOR EVERY CLASSIFICATION

At every turn in Life's road one feels the need of books. In this day and age, books represent the short-cut to knowledge—a specialized knowledge that can be applied to any branch of human endeavor.

#### MORE BOOKS IN THE HOME

#### BROCKMANN'S

Charlotte,

North Carolina

#### BOOKS ON

Advertising  
Accounting  
Banking  
Cooking  
Building  
Salesmanship  
Motor Car  
Operation  
and Repair  
Painting  
Carpentry  
Correspondence  
Etiquette  
Railroading  
Hygiene  
Etc.

EXAMPLE OF A GOOD RETAIL ADVERTISEMENT

## Book Showers for the Bride

THE bookseller who is to take full advantage for his field of the June wedding season will probably need to begin immediately to lay some plans for publicity and the putting forward of new ideas. The suggestion of a book shower for the bride makes a very quick appeal, and as a novelty for this year would attract attention in almost any community.

In the months before a June wedding there are always many gatherings in honor of the bride, when friends enjoy bringing small contributions to the equipment of the new home. There are kitchen showers and linen showers, and even cellar showers for the groom. A book shower has all the advan-

tages of any of these and at the same time has a new and interesting flavor. Few new homes are opened with a sufficient equipment of books, and a gathering of a dozen to fifty volumes selected by one's friends would be a welcome addition, indeed.

It is perhaps even easier for the friends to select books than to select linen, and there is far less chance of duplication. If the local bookseller will give proper publicity to this idea, perhaps by writing it up in an interesting form for the newspaper, or in suggesting it to friends of some bride-to-be, there can be developments in this direction that will bear fruit for some years.



## 25 Years Ago in The Publishers' Weekly

New Amsterdam Book Co. starts in business, W. B. Hadley, president.

Stone & Kimball open a branch office in New York.

In the retirement of Georges Charpentier the French book-trade loses its most public-spirited friend.

R. H. Russell & Son announce a new edition of that wonderfully successful book the "Drawings of Charles Dana Gibson."

Death of Philip Jacob Arcularius Harper, retired senior member of Harper & Bros.

Bruce Rogers, designer, goes with Houghton Mifflin & Co.

Harper and Bros. are about to publish an anonymous book entitled "Personal Recollections of Joan of Arc."

Charles T. Dillingham & Co., long connected with the jobbing trade, have sold out stock and good will to The Baker & Taylor Co.

Macmillan completes the publication of Wheatley's edition of Pepys' Diary.

## The Smith-Towner Bill

A SUBSCRIBER writes to the PUBLISHERS' WEEKLY as follows:

"Would it not be a wise measure for the book-trade as a whole to voice its approval and use its influence to have the Smith-Towner Educational Bill passed? Is it not one of the fundamentals of the trade to have two books read where one was read before?"

This important piece of legislation is one that will, as our correspondent suggests, help very fundamentally in making a wider reading public. It has in it the best suggestions that could be brought together by the educational leaders of the country for bettering conditions. It is not an attempt to centralize the entire control of our public schools in a Washington department, but to provide support for those who are endeavoring in their various states to improve the educational methods, and it will give aid to those who are facing the problem of illiteracy as revealed by the war conditions.

If there is a Department of Education established with a seat in the Cabinet which shall have under it all of the various Boards and Bureaus that are now scattered about under different departments, it will create a center for progressive ideas in education that should greatly hasten the day when we shall be really supplying education to all the people. Such a consummation is most devoutly to be prayed for by those who write, make or distribute books, and the bill should be supported by individuals of the book-trade and thru their national organizations, as it is already being supported by the General Federation of Women's Clubs, the National League of Women Voters, the Parent-Teachers' Association, and the American Federation of Labor.

## An Uncorrected Galley

ADE, RILEY, HUBBARD, ET AL.

Indiana, the humorist state, may be the center of population, but never the center of gravity. —Chicago *Journal of Commerce*.

### THE BEST BETT

Of the best-sellers' bright sextet  
The brightest is Miss Lulu Bett!  
What rival work dare fling the gage  
To this, the rage of page and stage?  
None can deny, it seems to me,  
The season's one best Bett is she;  
And he's as ill-bred as a Zulu  
Who'll say she's other than a Lulu.  
Change not the verdict—mark it "stet":  
The topmost place for Lulu Bett!

—F. Gregory Hartswick.

### DEDICATION POSSIBILITIES

In his dedication Aikman opens up new possibilities to authors. It is inscribed, "To my own beloved family, sympathetic, affectionate, forbearing—happily different from the Zells." If some such notion had only come to Dickens he might well have dedicated *Oliver Twist* "To my grandmother, because she was not in the least like Bill Sykes."

—F. P. A. in New York *Tribune*.

### WEBSTER PIED

We learn that there is in Massachusetts a lake whose name contains forty-three letters. It is tersely abbreviated as Lake Chaubunagungamaug. And this lake, where is it? At the town of Webster, in Worcester County, says "Books and Reading." Quite the right place for it, we aver, since it is obviously caused by the overflow of a couple of dictionaries.

Chris Morley in the New York *Evening Post*.

### PROOF-READERS' BLUNDERS

In reading an article the proof-reader came across the quotation, "Books in the running brooks, sermons in stones, and good in everything," etc. "Ah," said he, "here is an obvious error," so he made the correction and sent forth to the world, "Stones in the running brooks."

The other accident was perhaps a just retribution which overtook an easily incensed author. He, too, had quoted "faint yet pursuing." This remark puzzled the proof-reader, who returned the galley-proof with the query "pursuing what?" Whereupon the author scribbled hastily, "Rats!" as an answer to the query, and the faithful proof-reader duly noted the information, inserted the missing word, and sent it forth to a startled world.

I am not sure whether an operator or a proof-reader was primarily responsible for just one more that has just reached me, but I have been shown a moving passage relating the escape of King Charles II from Boscobel. This informs me that His Majesty, having concealed himself in an oak tree, subsequently made his escape from the district "disguised as a pheasant." —The London *Sunday Times*.

## Among the Publishers

### A Week's Gleanings of Book-trade News

THE Oxford University Press has become the publisher of the Early English Text Society.

E. F. BENSON, author of "Dodo", has written a chronicle of the affairs of the famous Benson family called "Our Family Affairs, 1867-1896" (Doran).

THE SECOND volume in William S. Hart's *Boy's Golden West Series*, "Injun and Whitey Strike Out for Themselves" was published by Houghton Mifflin this week.

"MEDALLIONS IN CLAY" is the name of Richard Aldington's translations from Greek and Latin poets, to be published by Knopf in April.

MOFFAT YARD & Co. have recently published "Our Short Story Writers" by Blanche Colton Williams, Ph. D. which is Volume IV in *The American Writers Series*. The fifth volume in the series, "Our Humorists of Today" by Thomas L. Masson of *Life* and volume six, "Our Playwrights of Today" by Heywood Brown and Ruth Hale, will both be ready in September.

IN Philip Curtiss's mystery tale, "Wanted: A Fool," which the Harpers published recently, the story hinges on the fact that a man advertises for some one fool enough to take the job he has to offer. The story is laid in Litchfield County, Connecticut. The other day Mr. Curtiss received a letter in which the writer told him of a man living in the same county who, some years ago, advertised for a thief to run his farm. He said that all his previous managers had come highly recommended for honesty and had stolen everything he owned and he wanted to try the other kind.

WILLIAM MACLEOD RAINE, Western author of Western novels, was recently chosen "cowboy emeritus" at the "Stampede" put on in Denver during Stock Show week, which is the busiest and most hilarious of the year in that city. He dragged out from the garret of his house chaps, spurs, bandanna, white Stetson hat, well-worn high-heeled boots, and the other equipment of his earlier riding days. At the appointed time he escorted "Miss Colorado" into the city Auditorium on horseback and helped stage a mimic hold-up. A five minute cowboy talk was a later feature of the evening. He gave the buckaroos from the range a "sure enough" welcome and invited them to "shake a lively hoof" on the dancing floor.

EUNICE TIETJEN's novel, "Jake," "a memoir that tells a story" is to be published by Boni and Liveright this month.

Dr. BURRIS JENKINS, author of "Princess Salome: A Tale of the Days of Camel-Bells" (Lippincott) is the editor of the *Kansas City Post* and preaches to the largest congregation in Kansas City.

IT WAS Arthur Guiterman who pointed out to Mrs. Waldo Richards how appropriate her address "Joy and Beacon Streets" was to her occupation. This was while Mrs. Richards was working on her new anthology "Star Points" (Houghton).

CLEMENT K. SHORTER is preparing for a New York publishing firm editions de luxe of George Borrow and Rudyard Kipling. These editions will contain much unpublished material, and still more which the authors printed and never corrected.

MUCH of the substance of the lectures which H. G. Wells had planned to deliver on his long-heralded but, because of his illness, unfortunately postponed visit to this country will be included in his new book, "The Salvaging of Civilization," which the Macmillan Company announces for Spring publication.

WILLIAM ALLEN WHITE of Emporia and the world, signalizes with characteristic urbanity, the passing of his own literary generation in an article in a current magazine bearing the title, "We Who Are About to Die Salute You." "The Silent Tear," says Mr. White in the course of the article, "which once glittered upon the pages of American fiction is going dry with the rest of the country under some sort of literary Volstead Act." He goes on to say that the books and plays of the new men who write of our national life are absolutely waterproof as far as tears are concerned and he finds Sherwood Anderson especially prone to this kind of "dry surgery." In "Winesburg, Ohio" and in "Poor White" (Huebsch) Mr. White says, "Sherwood Anderson gets away with every sort of cruelty and oppression to his heroes and performs every sort of literary malpractice upon his heroines. We observe the flinching of his cursed creatures with merely scientific interest. It is all impersonal—this grief and pain and passion of the fiction writers of our new era." Mr. White, as a "middle-aged mid-Victorian with natural emotions... longs for the splash of the vanished tear."



## Obituary Notes

M. PAUL OLLENDORFF, head of the great French publishing house of that name, is dead. He was the second son of the author of the "Ollendorff Method" of teaching modern languages, a popular series of which he was the publisher. In 1878 M. Paul Ollendorff became a member of the Cercle de la Librairie and in 1883 was elected to the Council. In 1889 he was made a Chevalier of the Legion of Honor and in 1899 became a vice-president of the Cercle.

## Communications

### To Avoid Misunderstanding

Chicago *Evening Post*,  
Chicago, March 4.

Editor, PUBLISHERS' WEEKLY:

Dear Sir: In your issue of February 19 you quote an editorial from the *Chicago Evening Post* in which it suggests that the Germans should print fewer books and give more energy to "essential" industries, and you say that it is strange that a paper celebrated for its book section should take such an attitude.

Your editorial is not in the least ambiguous, and yet a friend to whom I showed it misunderstood the matter. He thought the editorial you quoted was from the Literary Review of the *Post*—that is, from my pen.

In view of that fact, may I beg this much space to say that it was not. It was from the regular editorial column. I should be sorry to have anyone think I wrote that editorial, partly because I can sympathize with the evident desire of the Germans to forget their troubles by turning to literature; and partly because, beyond a belief in free trade, personal liberty—including Debs—and the freedom of the seas, and distrust of the League of Nations, dislike of Lloyd George, liking for Henry George, contempt for most politicians and an admiration of *The Freeman*, I have no interest in or knowledge of politics, and would not like to be thought of as a political writer.

Sincerely yours,

LLEWELLYN JONES.

### Well Qualified

[The following letter was recently received by The Booksellers' League.]

Rue de la Rôtisserie,  
Geneva, Switzerland,  
Jan. 23d, 1920.

Dear Sir:

Since years it is my greatest wish to emigrate to the United States and serve there in the measure of my capacity. I am a writer by profession, 34 years old, Doctor of Laws. I have studied at the Universities of Vienna, Paris, Frankfurt a/M., Geneva, Budapest, and the London School of Economics and Political Science. Am speaking: French, English, German, Italian, Hungarian. I am bibliographer, and am managing since July 1919 the Book Department of a great international agency. I am also quite up in the periodical literature

of the world—because our business deals greatly with that article.

I am very anxious to get a good position in the United States, at the usual salary paid for my qualifications, and would be very much obliged to you for further news.

My present salary is 600 francs monthly which is about \$100 per month. If no commercial appointment would be available, could you perhaps place me with some collector in need of expert advice as I am not only a book-seller but at the same time a book-lover.

I am, dear sir,

Yours very faithfully,

RAOUL GERBER, D. L.

## Tauchnitz Editions

THE *Publishers' Circular* of February 5 says:

"We understand that the great firm of Tauchnitz, of Leipzig, is resuming the addition of new volumes to its series of reprints, in English, of works by English and American authors—the new works being chiefly American. The series at present includes 4,550 volumes. We have known many of the authors whose works appear in the famous series, and never heard anything but praise of the way they were treated; in fact, they were always proud to be represented among the books in that handy, well-printed collection, supposed not to be imported into this country, but everybody who travelled abroad brought back the copies they bought. We doubt if any series of books has been oftener mentioned by some character in fiction than this."

## Des Moines Book Fair

HARRIS Emery & Company of Des Moines are to repeat their book fair, and have selected the week of November 14th-19th for the purpose. Miss Ruth Eberhart, manager of the department, has been in New York this week arranging some of the plans.

## Periodical Notes

THE LESLIE-JUDGE COMPANY, New York, publisher of *Leslie's Weekly*, *Judge* and *Film Fun*, which entered involuntary bankruptcy last week, will continue publishing these three periodicals with the same frequency of issue as heretofore.

## Personal Notes

ALBANY, N. Y.—George H. Davis has become general manager for George Held, "Complete Book Manufacturer."

## Business Notes

LONDON, ENGLAND.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W. C. 1.

MACON, GEORGIA.—An involuntary petition in bankruptcy has been filed against the McEvoy Book and Stationery Co.



## The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

### Bailey, Charles H.

Mechanical drawing for beginners; giving the fundamental technic of modern practice. 93 p. diagrs. O [c. '20] Peoria, Ill., The Manual Arts Press pap. 68 c.

### Bailey, Henry Christopher

Call Mr. Fortune. 262 p. D [c. '21] N. Y., Dutton \$2 n.

Detective stories dealing with mysteries of crime distinct from the conventional.

### Barcynska, Hélène, Countess

Jackie; with front. by Roy Hamell. 312 p. D c. Bost., Houghton Mifflin \$2 n.

The story of a street dancer of London, who became the rage of the season in a musical play.

### Beith, John Hay [Ian Hay, Junior sub., pseud.]

The lighter side of school life. 188 p. D '20 Bost., Houghton Mifflin \$1.75

The story of life in the English schools.

### Beman, Lamar Taney, comp.

Selected articles on the closed shop. 47+197 p. (23 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$1.25 n.

### Bennett, George Edward

Accounting principles and practice; 3 v. [v. 1 and 2 now ready.] 41+430; 13+461 p. tabs. forms O c. '20-'21 N. Y., Biddle Business Pub., Inc., 19 W. 44th St. ea. \$3 n.

Every branch of accounting is covered in this work, from the fundamental principles to more intricate problems. The author is professor of the Dept. of Accounting Syracuse University.

### Bennion, B. [B. B. of the Field]

The trout are rising in England and South Africa; a book for slippered ease; with an

introductory letter by H. T. Sheringham. 17+292 p. front. pls. D '20 N. Y., J. Lane \$2.50 n.

### Benson, Edward Frederic

Our family affairs, 1867-1896. 336 p. front. (por.) pors. O [c. '21] N. Y., Doran \$4 n.

An intimate record of this author's brilliant family.

### Bernheim, Beatrice B.

Life's vagaries. [verse] 109 p. T [c. '20] N. Y. [Author], 404 Riverside Dr. \$1.50

### Cabot, Ella Lyman [Mrs. Richard Clarke Cabot]

Seven ages of childhood. 34+321 p. O c. Bost., Houghton Mifflin \$2.75 n.

Partial contents: Babyhood; The dramatic age; The paradoxical age; The age of the gang; The age of problems.

### Candee, Alexander M.

Business letter writing. 10+347 p. O c. '20 N. Y., Biddle Business Pub., Inc. \$4 n.

Partial contents: Means of conveying thought; The principles of thinking; Building the letter [3 chapters]; Sales letters: principles of influencing or selling; Reader's viewpoint; Collection letters. The author is a lecturer on Commercial Correspondence, Extension Div., Univ. of Wisconsin.

### Cory, Vivian [Victoria Cross, pseud.]

Daughters of heaven. 299 p. front. D [c. '20-'21] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75 n.

A love story.

### Cross, Zora

The lilt of life. [verse] 156 p. Q N. Y., Oxford Univ. Press \$2.50 n.

### Davies, David J.

The church and the plain man. 17+324 p. O (Moorhouse lectures) N. Y., Oxford Univ. Press \$3 n.

### Benedict, Francis Gano and Talbot Fritz B.

Metabolism and growth from birth to puberty. 6+213 p. charts pls. O (Pub. no. 302) '21 Wash., D. C., Carnegie Institution pap. \$2

### Bloomquist, Rev. E. C., comp.

The great victory; Easter program for the Sunday school; [with responsive readings, hymns with music and recitations.] no paging music O '21 Rock Island, Ill., Augustana Bk. Concern pap. 10 c.; \$5 per hundred.

### Boalich, Edwin Snow, and others

The clay industry in California. 102 p. front. tabs. pls. diagrs. (part fold.) O Sacramento, Cal., California State Mining Bu. pap.

### Bradley, Walter Wadsworth

California mineral production for 1919; with coun-

ty maps. 204 p. front. pls. tabs. O (Bull. 88) Sacramento, Cal., California State Mining Bu. pap.

### Brooks, William Penn

Methods of applying manure. various paging pl. tabs. O (Mass. agric. experiment station bull. no. 106) Amherst, Mass., Agricultural Experiment Station pap.

### Church, A. H.

Elementary notes on the reproductions of angiosperms. 24 p. O (Botanical memoirs, no. 5) N. Y., Oxford Univ. Press 90 c.

Elementary notes on structural botany. 28 p. O (Botanical memoirs, no. 4) N. Y., Oxford Univ. Press pap. 90 c.

On the interpretation of phenonema of phyllotaxis. 58 p. il. O (Botanical memoirs, no. 6) N. Y., Oxford Univ. Press pap. \$1.60 n.

**Dealey, James Quayle**

The state and government. 14+409 p. O N. Y., Appleton \$3 n.

An introduction to political science from the sociological point of view.

**Dennis, Clarence James**

Jim of the hills; a story in rhyme. 8+84 p. Q N. Y., Oxford Univ. Press \$2.50 n.

**Denton, F. M.**

Elementary principles of continuous-current armature winding. 10+102 p. diagrs. tabs. S (Pitman's technical primers) N. Y., Pitman bds. \$1

**Dickinson, Goldsworthy Lowes**

Causes of international war. 110 p. (1 p. bibl.) D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Partial contents: The sense of community as a condition of war; War between states; The responsibility for war of the various elements in a state; Remedies.

**Dodd, Anna Bowman**

Up the Seine through Normandy to the battlefields. [Travel ed.] 393 p. front. pls. D [c. '20] N. Y., Harper \$2.50 n.

**Donnell, Anne**

Letters of an Australian army sister of the 3rd Australian General Hospital. 292 p. O N. Y., Oxford Univ. Press \$3 n.

**Drapery trade;** an adaptation of Pitman's shorthand to the requirements of correspondence in the drapery trade; with specimens of the forms used, and a description of the duties of shorthand typists engaged in such business; Centenary ed. 84 p. forms S (Pitman's shorthand writers' phrase books and guides) N. Y., Pitman \$1

**Duncan, F. M., and Duncan, L. T.**

Animal life in Africa. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Animal life in the British Isles. 106 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Animal life in the East. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

**Fenger, Frederic Abildgaard**

The golden parrot; with il. by Harold Cue. 8+275 p. front. D c. Bost., Houghton Mifflin \$2 n.

A story in which two men set sail for buried treasure in the Virgin Islands.

**Ferrari, Paolo**

Ferrari, Goldoni e le sue sedici commedie nuove. 139 p. O (Oxford Italian plain texts) N. Y., Oxford Univ. Press pap. \$1.15

Goldoni a le sue sedici commedie nuove; a play by Paolo Ferrari; ed. with preface and notes by Arundell Del Re. 8+156 p. O (Ox-

ford Italian plain texts) N. Y., Oxford Univ. Press \$1.60

**Fiedler, H. G., and Sandbach, F. E.**

A first German course for science students; comprising a reader and outline of grammar; with diagrs. and vocabulary; 2nd ed., rev. 10+100 p. D N. Y., Oxford Univ. Press \$2

A second German course for science students; readings from recent German scientific publications; selected, arranged and notated. 8+76 p. O N. Y., Oxford Univ. Press \$1.60

**Firth, Charles Harding**

The political significance of Gulliver's travels. 23 p. O (British Academy) N. Y., Oxford Univ. Press pap. 70 c.

**Frasier, Scottie McKenzie**

Fagots of fancy; in free verse; with an introd. by Helen S. Woodruff. no paging front. (por.) D [c. '20] Wheeling, W. Va., Progressive Pub. \$1.50

**Friedel, J. H.**

Training for librarianship; library work as a career; [introd. by Carl H. Milam] 224 p. (3 p. bibl.) front. pls. fold. plan D (Lippincott's training ser.) [c. '21] Phil., Lippincott \$1.75 n.

Partial contents: Librarianship as a profession; The social and special work of the public library; Library Commissions; Filing as a profession. The author is Editor-in-chief, *Special Libraries*.

**Gaines, Thomas Robert**

Vitalic breathing; il. with a set of eleven health-building exercises. 235 p. front. (por.) D [c. '21] Chic., Reilly & Lee \$2.50 n.

Exercises requiring no apparatus.

**Garnett, Mrs. Louise Ayres**

The courtship; a dramatization of Longfellow's poem, The courtship of Miles Standish. 62 p. front. D [c. '20] Chic., Rand, McNally & Co. bds. 60 c.

**Gilmore, Mary**

The passionate heart. 12+172 p. O N. Y., Oxford Univ. Press \$2.50 n.

**Gill, Charles Clifford**

What happened at Jutland; the tactics of the battle; [with a foreword by Admiral H. B. Wilson, U. S. Navy.] 13+186 p. diagrs. O [c. '21] N. Y., Doran \$3 n.

A survey of the Jutland fight, based upon official British and German reports. The author is a Commander in the U. S. Navy.

**Goemaere, Pierre**

Across America with the King of the Belgians; authorized tr. from the French by Beatrice Sorchan. 149 p. D [c. '21] N. Y., Dutton \$2 n.

Partial contents: On board the "George Washington;" New York; From the Atlantic to the Pacific; Washington; Coming home from America: The Isles of the Blest.

**Ewbank, R. B., ed.**

Indian co-operative studies; with an introd. by H. W. Wolff. 266 p. O (Univ. of Bombay economic ser., no. 2) N. Y., Oxford Univ. Press \$6.25

**Fay, Edwin Whitfield**

Glossae vergilianae. 36 p. O (Univ. of Tex. bull. no. 2017) Austin, Tex., Univ. of Texas pap.

**Gollancz, Victor**

Industrial ideals. 64 p. O (World of to-day ser., no. 5) N. Y., Oxford Univ. Press \$1 n.

**Gooch, George Peabody**

Nationalism. 127 p. (134 p. bibl.) D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. \$1

Partial contents: The French revolution; The unification of Italy and Germany; The liquidation of Turkey; The awakening of the East; Armageddon.

**Hackett, Francis**

The invisible censor. 167 p. O c. N. Y., Huebsch \$2 n.

A collection of essays, which have appeared in the *New Republic* in the last few years.

**Hall, Robert Green, and others**

A history of the United States for the grammar grades. 10+520 p. col. front. il. col. pl. pors. maps D [c. '20] Dallas, Tex., The Southern Pub. Co., 2015 Jackson St. \$1.45

**Hannan, Rev. F. Watson**

Evangelism. 251 p. D [c. '21] N. Y. and Cin., The Methodist Bk. Concern \$1.50 n.

Partial contents: General evangelism; Pastoral evangelism; Practical evangelism conserving results.

**Hanssler, William, and Parmenter, Clarence Edward**

A Spanish reader; with exercises. 8+260 p. il. maps D [c. '20] N. Y., Scribner \$1.40 n.

**Harrington, M. Raymond**

Certain Caddo sites in Arkansas. 349 p. col. front. pls. maps diagrs. (part fold.) S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) N. Y., Museum of the Am. Indian, Heye Foundation apply

**Hobart, George Vere**

Idle moments in Florida. 102 p. D [c. '21] N. Y., Doran bds. \$1.25 n.

Humorous poems and sketches of life at the fashionable Florida resorts, written in a slangy style.

**Holt, James Harvey**

Finger prints simplified; a handbook of the science of finger print identification. 15+134 p. front. il. diagrs. D [c. '20] Chic., F. J. Drake & Co. \$2 n.

**Hovey, Albert S.**

The pyramid and solids; the pyramid solids and earthwork including earthwork tables; third section method; the new and true solution of prismoids and polyhedrons. 70 p. tabs. diagrs. D c. '20 Helena, Mont. [Author], P. O. Box 908 \$2

**Jane, Frederick T.**

Jane's fighting ships, 1920; [completely rev.; ed. by Maurice Prendergast and Oscar Parkes.] 139+579 p. pls. diagrs. tabs. obl. D

**Heaton, Herbert**

The Yorkshire woolen and worsted industries; from the earliest times up to the industrial revolution. 14+460 p. maps diagrs. O (Oxford hist. and literary studies, v. 10) N. Y., Oxford Univ. Press \$7.20

**Ivens, Walter George**

Grammar and vocabulary of the Lau language,

(23rd issue) N. Y., Lemcke & Buechner \$12.60 n.

An encyclopedia of the navies of the world.

**Johnston, Sir Harry Hamilton**

The backward peoples and our relations with them. 64 p. O (World of to-day ser. no. 1) N. Y., Dutton \$1 n.

Journal (A) to Rosalind. 8+157 p. D c. '20 N. Y., Huebsch bds. \$2

A story, told thru a diary, of the re-creation of a spirit thru love.

**Kawabé, Kisaburo**

The press and politics in Japan; a study of the relation between the newspaper and the political development of modern Japan. 13+190 p. (9½ p. bibl.) D [c. '21] Chic., Univ. of Chic. Press \$2 n.

Partial contents: Communication and education in old Japan; The political situation at the end of the Tokugawa régime; Reactionary movement and the growth of nationalism; The political awakening of the masses. Index.

**Keay, Rev. Frank Ernest**

A history of Hindu literature. 116 p. O (Heritage of India ser.) N. Y., Oxford Univ. Press \$1.15 n.

**Kelland, Clarence Budington**

Scattergood Baines. 301 p. front. D [c. '21] N. Y., Harper \$2 n.

A romance of rural New England.

**Lansing, Robert**

The peace negotiations; a personal narrative. 328 p. front. pls. facsms. O c. Bost., Houghton Mifflin \$3 n.

Partial contents: Reasons for writing a personal narrative; General plan for a league of nations; International arbitration; The proposed treaty with France.

**Lauzanne, Stephane Joseph Vincent**

Great men and great days; introd. by Nicholas Murray Butler; tr. by John L. B. Williams. 16+262 p. O c. N. Y., Appleton \$3 n.

Partial contents: Théophile Delcassé—the man who prepared victory; Marshal Joffre—the father of victory; Woodrow Wilson—college professor and president; America in the eyes of the world; Alexandre Millerand—president of France. Some of these appreciations appeared in the *North American Review*.

**Le Queux, William Tufnell**

The intriguers. 319 p. front. D [c. '21] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75 n.

A tale of intrigue, plot and counterplot in high circles of Italy and Russia.

**Lewis, Burdette Gibson**

The offender and his relations to law and society; 2nd ed.; with an introd. by George W. Wickersham. 382 p. (2½ p. bibl.) front. plans O (Harper's modern science ser.) [c. '17-'21] N. Y., Harper \$2.50 n.

Soloman Islands, 62 p. front. pls. D. (Pub. no. 300) Wash., D. C., Carnegie Institution pap. \$1

**Kansas, State Agricultural College**

Practical cookery; a compilation of principles of cookery and recipes and the etiquette and service of the table; 4th ed., rev. 250 p. front. il. pls. D (Dept. of food economics and nutrition) c. '20 Manhattan, Kas., State Agricultural College \$1.35 n.



**Lippincott, Isaac**

Economic development of the United States. 16+691 p. tabs. O c. N. Y., Appleton \$3.50 n.

This work covers the subjects from the time of the earliest settlement until the present day, including the war development and regulation of industry and also the measures enacted by congress to put the industries back on a peace basis.

**Luce, Allena, ed.**

Canciones populares; musica arreglada y editada por Allena Luce. 6+138 p. O [c. '21] Bost., Silver, Burdett & Co. bds. \$1.28 n.

A collection of idiomatic songs from Spain and Spanish America, with their original lyrics.

**McCarty, Richard Justin**

Elements of plane trigonometry. 4+89 p. il. diagrs. O c. '20 Chic., Am. Tech. Soc. \$1

**MacLachlan, John E.**

How to become a private secretary. 8+109 p. (1 p. bibl.) D N. Y., Pitman \$1.50

**Martin, C. C.**

Export packing; a guide to the methods employed by successful shippers. 723 p. front. pls. diagrs. O c. N. Y., The Johnston Export Pub. Co., 370 7th Ave. \$10

This book tells how to select woods, test cases and crates, prevent pilferage, "shrink" the package, protect goods from rust, avoid high duties, "float" fragile material, and gives other information.

**Mathers, Edward Powys, tr.**

The garden of bright waters; one hundred and twenty Asiatic love poems. 108 p. sq. D Bost., Houghton Mifflin bds. \$2 n.

Translations of famous poems of the East, many of them written in the 8th century.

**Maxwell, Donald**

A dweller in Mesopotamia; being adventures of an official artist in the Garden of Eden; with sketches in colour, monochrome and line; [by the author.] 12+124 p. O '21 N. Y., J. Lane bds. \$7.50 n.

Partial contents: The Venice of the East; The wise men from the West; Arabian nights in 1919; The desert of the flaming sword. Most of the sketches are the property of the Imperial War Museum.

**Merritt, Albert Newton**

War time control of the distribution of foods; a short history of the distribution division of the United States Food Administration; its personnel and achievements. 7+237 p. pors. facsms. D c. '20 N. Y., Macmillan \$2.25

**Miller, Edward Alanson**

The history of educational legislation in Ohio from 1803 to 1850; [general introd. by Marcus W. Jernegan]. 11+248 p. tabs. O (Supplementary ed. monographs, v. 3, no. 2, whole no. 13) [c. '20] Chic., Univ. of Chic. Press pap. \$2 n.

**MacDonald, George**

The silver coinage of Crete; a metrological note. 30 p. il. (part col.) O N. Y., Oxford Univ. Press \$1.80

**Miln, Louise Jordan [Mrs. George Crichton Miln]**

The purple mask; adapted from the play *Le chevalier au masque* of MM. Paul Armont and Jean Manoussi. 8+307 p. D (Stokes' worth while new author ser.) [c. '18] N. Y., Stokes \$1.25

A story of Paris at the time of Napoleon, which is based on a play of the same name.

**Moult, Thomas**

Snow over Elden; a story of today. 281 p. D N. Y., Doran \$2 n.

A story of the plain folk of the countryside of Derbyshire, England.

**Ogden, LaVerne G.**

Zone food science. 75 p. front. (por.) pors. D c. '20 Cin., The Ogden Health Inst., 5th & Race Sts. pap. \$1

Suggestions for diet in health and disease.

**Owen, Wilfred**

Poems; with an introd. by Siegfried Sassoon. 9+33 p. front. (por.) sq. O N. Y., Huebsch bds. \$1.50

Verse written by an English Officer, who was killed in action a week before the Armistice.

**Paine, Albert Bigelow**

The lure of the Mediterranean; the ship dwellers: a story of a happy cruise. 7+393 p. front. il. pls. O [c. '10-'21] N. Y., Harper \$3 n.

Published in 1910 under title "The Ship dwellers: a story of a happy Cruise."

**Percival, G. Arncliffe**

The electric lamp industry; [written] in collaboration with English and American contributors. 21+112 p. front. pls. diagrs. D (Pitman's common commodities and industries) N. Y., Pitman \$1

**Pettee, Florence M.**

White dominoes. 351 p. D [c. '21] Chic., Reilly & Lee. \$1.75 n.

A mystery story.

**Phelps, William Lyon**

Essays on modern dramatists. 278 p. D c. N. Y., Macmillan \$2.50 n.

Barrie, Shaw, Galsworthy, Fitch, Maeterlinck and Rostand, are the subjects of these essays.

**Phillips, Stephen**

Collected plays; [with a preface by Stephen Phillips, jr.] various paging D '21 c. '02-'21 N. Y., Macmillan \$3.50 n.

A collected edition, with one hitherto unpublished play, "Aylmer's Secret."

**Plumb, Albert Hale**

William Bradford of Plymouth. 112 p. front. O [c. '20] Bost., Badger \$1.50 n.

**Postgate, R. W.**

The workers' international. 125 p. D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

A study of labor internationalism.

**Poynter, Charles William McCorkle**

Congenital anomalies of the heart. 102 p. (52 p. bibl.) O (Univ. studies, v. 19, no. 1-2) '19 Lincoln, Neb., Univ. of Nebraska Library pap. \$1.50

**Roberts, Kenneth L.**

Europe's morning after. 409 p. O [c. '21] N. Y., Harper \$3 n.

A book of travel, in which the author dwells in a light vein upon the customs of the countries.

**Roche, Arthur Somers**

Find the woman; with il. by Dean Cornwell. 311 p. front. pls. D c. N. Y., Cosmopolitan Bk. Corp. \$2

A novel of youth and mystery of modern New York.

**Ross, J. Elliot**

Sanctity and social service. 130 p. D c. N. Y., Devin-Adair Co., 425 Fifth Ave. \$1.50 n.

Partial contents: Activity the goal of prayer; Catherine of Siena—saint and suffragist; Francis of Assisi—saint and social reformer; Vincent de Paul—saint and founder of modern philanthropy.

**Roy, James A.**

Pole and Czech in Silesia. 6+212 p. D '21 N. Y., J. Lane \$2 n.

Experiences of the author while he was a member of the British Commission in Teschen, 1919-1920.

**Scott, C. Kay**

Blind mice. 321 p. D [c. '21] N. Y., Doran \$2 n.

A novel in which American life is studied.

**Smith, W. Whately**

A theory of the mechanism of survival; the fourth dimension and its applications. 195 p. diags. D N. Y., Dutton \$2.50 n.

Partial contents: The meaning of four-dimensional space; Application to certain of the facts elicited by psychic research; Vitality and will; The religious aspects of the hypothesis.

**Stanger, Wesley A.**

Personal selling; 12 v. various paging O c. '20 N. Y., Biddle Business Pub., Inc. pap. \$3 set

Twelve pamphlets of practical advice for salesmen on personality, solicitation prospects, price, meeting competition, meeting objections, closing the deal and other subjects, arranged for convenient use.

**Stocks, J. L.**

Patriotism and the super-state. 105 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Partial contents: Historical development; Patriotism as willing service; Ethical value of the patriotic complex; Criticisms of nationalism; National policy: Imperialism and democracy.

**Truman, Olivia M.**

The A.B.C. of occultism; the answer to life's riddles. 12+100 p. (2½ p. bibl.) diags. D N. Y., Dutton \$1.60 n.

Village education in India; the report of a Commission of Inquiry. 12+210 p. O N. Y., Oxford Univ. Press \$2.50 n.

**Whitaker, J. Ryland**

Anatomy of the brain and spinal cord. 5th ed. 262 p. il. pls. D '21 Chic., Chicago Medical Bk. Co. \$3.50 n.

**White, Mrs. Emma Siggins, and Maltby, Martha Humphreys, comps.**

Genesis of the White family; a connected record of the White family beginning in 900 at the time of the Welsh origin when the name was Wynn, and tracing the family into Ireland and England; sev-

**Van Buren, Evelyn**

Zizi's career. 348 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.75

A story in which the heroine reviews events in her life from her twelfth year to her eighteenth, leading up to the great hour of her career.

**Vinal, Eugene R.**

Mathematics for the accountant. 2nd ed. 16+170+38 p. tabs. O '21 c. '20-'21 N. Y., Biddle Business Pub., Inc. \$3 n.

Partial contents: Simple interest; Foreign exchange; Powers and roots; logarithms; Compound interest and present worth; Annuities: amount and present worth; Amortization; The slide rule; Problems from the examinations of the American Institute of Accountants.

**Wells, Carolyn [Mrs. Hadwin Houghton]**

The mystery of the sycamore; with a front. in col. by Frank McKernan. 336 p. D c. Phil., Lippincott \$2 n.

A murder mystery story in which three people confess to the crime. This novel appeared in serial form under the title "The Pardon Tree."

**Wera, Eugene**

Human engineering; a study of the management of human forces in industry. 20+398 p. D c. N. Y., Appleton \$3.50 n.

Partial contents: Evolution of attitudes of labor and capital; Competition vs. monopoly; Socialism; The new status of labor; Meaning of Democratic government; Influence of our animal nature on conduct; Influence of belief on conduct; Organizing for unity.

**Whitehead, Harold**

Your job; how to choose a job; how to get a job; how to grow in a job. 171 p. O c. '20 N. Y., Biddle Business Pub., Inc. \$2 n.

Inspirational talks to people in business on conduct, character and man-building, by the head of the Vocational Department, College of Business Administration of Boston University.

**Willis, F. Milton**

Recurring earth-lives; how and why; reincarnation described and explained. 11+92 p. D (Sacred occultism ser.) [c. '21] N. Y., Dutton \$1.25 n.

An analysis of the outlines of Theosophy.

**Willis, James F.**

Bibliophily; or, booklove. 83 p. S c. Bost., Houghton Mifflin bds. \$1

Essays on books and on the gathering, reading and making of them.

**Woolf, Leonard Sidney**

Economic imperialism. 110 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Studies of economic imperialism in Africa and Asia, the causes and results.

eral of the name entered England with the Norman conqueror; representatives of the English branch emigrated to America in 1638; the Scotts of Scot's hall in the county of Kent, England; one of the oldest recorded families, their traditional history beginning in Ireland about 300 B. C.; the authenticated record herein given dates back to 400 A. D.; emigration to America was in 1740; their descendants are to be found in every state of the Union; supplemental records, biographical sketches and coats of arms of nearly 70 allied families; [contains the lineage of John Barber White]. 11+346 p. col. front. il. pls. pors. col. coats of arms O '20 Kansas City, Mo., Tiernan-Dart Pr. Co. \$20 n.

# Index to Spring Announcements

*In this list publishers' announcements are indexed by author, title and series. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 857.*

- A B C of evolution. McCabe, J. \$1.50 Putnam
- A. E. F., A history of the 78th division. \$3 Dodd, M.
- Abbatt, William, comp. The colloquial who's who 8° \$4 W. Abbatt
- Abbot, Willis J. Blue jackets of 1918. il. 8° \$2.50 Dodd, M.
- Abbott, Eleanor Hallowell. The sick-a-bed lady. 12° (Popular copyrights) \$1 Grosset & D.
- Abbott, Lyman. What Christianity means to me. \$1.75 Macmillan
- Abernethy, Arthur T. Twenty-five best sermons. 12° \$2 Standard Pub. Co.
- Abnormal psychology. Coriat, I. H. \$4 Moffat, Y.
- Aborigines in the law and practice of nations, The question of. Snow, A. H. Putnam
- Abraham, The story of. Pell, E. L. 50c. Revell
- Acceptances, bankers' and trade. Mathewson, P. \$3.50 Appleton
- Accountant, Mathematics for the. Vinal, E. R. \$3; supp., 75c. Biddle
- Accounting. Bennett, G. E. \$3 Biddle
- Accounting and reporting, Principles of government. Oakley, F. \$5 Appleton
- Accounting, Fundamentals of. Cole, W. M. Houghton M.
- Accounting principles. Bell, S. Macmillan
- Accounting principles, Bookkeeping review and. Morton, D. W. Biddle
- Accounting problems, Practical. Pt. I. Esquerre, P. J. \$10 Ronald
- Accounting system, Composite. Hawks, R. B. Biddle
- Across America with the king of the Belgians. Goemaere, P. \$2 (?) Dutton
- Adams, George B. Constitutional history of England. 8° \$5 Holt
- Adams, James Truslow. The founding of New England. il. \$4 Atlantic
- Adams, John D. Carpentry for beginners. il. 12° \$2.50 Moffat, Y.
- Adamwa dialect of the Fulani language, A first grammar of the. Taylor, F. W. Oxford Univ.
- Addio. See Young, S.
- Addison and Steele. Essays. (The modern student's library) \$1 Scribner
- Adirondacks, A history of the. 2 v. Donaldson, A. L. \$10 Century
- Admiral's chair, The. Montmorency, J. E. G. de Oxford Univ.
- Adventures of Be-Wee the gnome, The. Herbertson, A. G. \$1.50 Cupples & L.
- Adventures of the night. Birmingham, G. A. Doran
- Advertiser's handbook (International handbooks). \$1 Winston
- Advertising, Better. Manly, J. M. \$1.50 Drake
- Advertising, Effective direct. Ramsay, R. E. \$5 Appleton
- Advertising, Essentials of. Blanchard, F. L. \$3 McGraw-Hill
- Advertising for foreign trade. Aughinbaugh, W. E. \$3 Century
- Advertising, Handbook on church. Case, F. H. \$1.25 Abingdon
- Advertising, A short course in. Osborn, A. F. \$3 Scribner
- Aerial observation. Porter, H. E. \$2.50 Harper
- Aeronautics, A history of. Vivian, E. C. \$5 (?) Harcourt
- Aeroplane structural design. Jones, T. H. \$7.50 Pitman
- Aeschylus. Agamemnon. Tr. by Gilbert Murray. 8° Oxford Univ.
- Aesthetic attitude, The. Langfield, H. S. \$3.50 Harcourt
- African adventure, An. Marcossou, I. F. \$5 Lane
- After-dinner speeches. Burton, A. \$1.25 Clode
- After the peace. Brailsford, H. N. \$2 Seltzer
- Against the winds. Jordan, K. \$1 Burt
- Agamemnon. Aeschylus. Oxford Univ.
- Age of the reformation, The. Smith, P. \$6 Holt
- Agamemnon. Ellis, L. \$1.75 (?) Harcourt
- Agg, Tansy R. The construction of roads and pavements. New ed. il. 8° \$4 McGraw-Hill
- Agricultural economics. Boyle, J. E. \$3 Lippincott
- Agricultural engineering ser., Wiley. See Chatburn, G. R.
- Agriculture, How to teach. Storm, A. V. \$3.50 Lippincott
- Agriculture in the secondary school, Methods of teaching vocational. Dadisman, S. H. \$2.50 Badger
- Agriculture, Mathematics for students of. Rasor, S. E. Macmillan
- Ahrons, E. L. The steam locomotive. \$1 Pitman
- Aiken, Conrad. Punch, the immortal liar. 8° \$1.75 Knopf
- Aikman, Henry G. Zell. 12° \$2.50 Knopf
- Air force, Our. Mitchell, W. \$5 Dutton
- Aircraft yearbook for 1921, The. il. \$3 Small M.
- Al-Mufaddal. The Mufaddaliyat: an anthology of ancient Arabian odes. 2 v. 4° Oxford Univ.
- Alaska and Yukon, A Cheechako in. Cameron, C. \$6 Stokes



- Alaska Yukon gamelands, In the . McGuire, J. A. \$3 Stewart & K.  
 Albertson, Alice O., and Hinchman, Anne. Nantucket wild flowers. il. 16° Putnam  
 Aldington, R. Medallions in clay 8° \$2 Knopf  
 Aldington, Richard. Images of war. \$2 Four Seas  
 Aldrich, and others. Elementary French. Rev. ed. il. Ginn  
 Alexander (Charlie). Roberts, P. I. \$1 Revel!  
 Alexander, Father. A spiritual retreat. 8° \$3 Benziger  
 Alexander, Grace. Prince Cinderella. front. \$2 Bobbs-M.  
 Alexander, Sir William. Poetical works. 2 v. v. 1, The dramatic works. 8° (Manchester university pub.) \$10.50 Longmans  
 Algebraic curves, Plane. Hilton, H. Oxford Univ.  
 Alice Adams. Tarkington, B. \$1.75 Doubleday, P.  
 Alice's adventures in wonderland. Carroll, L. \$1.75 Small, M.  
 Alington, Cyril. Twenty years; being a study in the development of the party system between 1815 and 1835. Oxford Univ.  
 Allan, G. A. T. The nurserymatograph. il. 12° \$1.25 Lane  
 Allan, Luke. Blue Pete—half breed. \$2 McCann  
 Allan's (Father) island. Murray, A. \$2.50 Harcourt  
 Allen, Alice E. Marjory-Joe ser. il. 12° ea. \$1.65 Page Co.  
 New titles: Marjory's house party.—Joe, the circus boy and Rosemary.  
 Allen, Charles R. The foreman and his job. 12° \$5.50 Lippincott  
 Allen, F. Sturges. Allen's synonyms and antonyms. 8° \$3 Harper  
 Allen, Frederick J. A source book of occupations. Harvard Univ.  
 Allen, Henry J. The party of the third part. 8° \$2.50 Harper  
 Allen, T. W. The Homeric catalogue of ships. 8° (Oxford classics) Oxford Univ.  
 Alloys, Metallic. Gulliver, G. H. \$4.50 Lippincott  
 Alternative, The. Gibbon, M. M. \$1.75 Doubleday, P.  
 Ambassadors of God. Cadman, S. P. \$3.50; \$2.50 Macmillan  
 America and the race for world dominion. Demangeon, A. \$2 Doubleday, P.  
 America in Italian and English, The story of. Pecorini, A. \$1 M. Jones  
 America in Polish and English, The story of. Pecorini, A. \$1 M. Jones  
 American, An. Gue, B. W. \$2 Badger  
 American Baptist year-book for 1920. The. 75 c. Am. Bapt. Pub.  
 American business methods. Parsons, F. W. Putnam  
 American drama of today, British and. Clark, B. H. \$3 Stewart & K.  
 American economic problems. Burch, H. R. Macmillan  
 American English. Tucker, G. M. \$3 Knopf  
 American English. Van Santvoord, G. Oxford Univ.  
 American footprints in Paris. Boucher F. \$2.50 Doran  
 American history and government. Andrews, M. P. \$2 Lippincott  
 American history, The McCarthys in early. O'Brien, M. J. \$2.50 Dodd, M.  
 American history, Readings in. Muzzey, D. S. Ginn  
 American ideals—a reader for the fifth grade. Greene, F. N. 92 c. Scribner  
 American issues, Great. Hammond, J. H. \$2 Scribner  
 American literature, The Cambridge history of. v. 3, 2 pts. ea. \$5 Putnam  
 American public school, The. Finney, R. L. Macmillan  
 American relief administration, The. 2 v. Dickinson, T. H. \$10 (?) Houghton M.  
 American Society of Church History, Papers of the. Second ser. v. 6. Rockwell, W. W., ed. Putnam  
 American soul, The Farriss, C. S. \$1 Stratford  
 American timberlands, The valuation of. Woodward, K. W. Wiley  
 Americanism in Americanization. Baghdigan, B. K. Burton  
 Americans, Reader and guide for new. Castle, A. W. Macmillan  
 America's duty. Wood, L. \$1.25 Reilly & L.  
 America's power resources. Gilbert, C. E. \$2.50 (?) Century  
 Ames, Fisher, jr. Civilian relief. il. 12° \$2 Macmillan  
 Ames, Joseph B. The emerald Buddha. \$1.50 Small, M.  
 Amherst books. 8° ea. \$3 M. Jones  
 New volumes: Genung, J. F. The life indeed.—Morse, A. D. Parties and party leaders.—Smith, H. P. Essays in Biblical interpretation.  
 Amputations, Cinematic. Putti, Prof. Oxford Univ.  
 Anatomy of the human skeleton, The. Frazier, J. E. S. \$10 Blakiston  
 Anatomy, Surgical pathology and morbid. Bowlby, A. F. \$8 Blakiston  
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W. Abbatt

Who's who, 1921: an annual biographical  
dictionary. [English ed.] Macmillan

Who's who on the screen. Rev. ed. 8° \$1  
Ross Pub.

Why die so young? Huber, J. B. \$2 Harper

Why manufacturers lose money. Grimshaw,  
R. Biddle

Why Plotinus interests religious people.  
Guthrie, K. S. 50 c. Platonist Pr.

Wick, Jean, ed. The stories editors buy and  
why. \$2 Small, M.

Wick, Jean. See also Catrevas, Christina.

Wickham, Anna. The contemplative quarry  
and other poems. \$1.75(?) Harcourt

Wickham, Harvey. The clue of the primrose  
petal. 12° \$1.75 Clode

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Putnam

Wild geese. Banks, T. H., jr. \$1.25  
Yale Univ.

Wild wings. Piper, M. R. \$1.90 Page Co.



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- Wildman, Edwin. Famous leaders of indus-  
try. Second ser. il. 12° \$2 Page Co.
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- Will, The rational education of the. Levy, P.  
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- Williamson, Dr. G. C. Daniel Gardner. il.  
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- Williamson, Dr. George C. The miniature  
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- Wine of life, The. Stringer, A. \$2 Knopf
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- Winston simplified dictionary. Business  
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ers. 75 c. Presb. Bd.
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ham, C. \$2.50; in parts, ea. \$1  
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- Yale ser. of younger poets. ea. \$1.25 Yale Univ.  
 New volumes: Banks, T. H., jr. Wild geese.—White, V. C. Horizons.
- Yank Brown, forward. Stone, D. \$1 Barse & H.
- Yank Brown, halfback. Stone, D. \$1 Barse & H.
- Yarmolinsky, Abraham, tr. and ed. The memoirs of Count Witte. \$5 Doubleday, P.
- Yarmolinsky, A. *See* Deutsch, Babette.
- Year-Book for 1920, American Baptist. 75 c. Am. Bapt. Pub.
- Year's at the spring, The. Walters, L. D. \$6; \$12 Brentano's
- Yeats, William Butler. Selected poems. \$3.50 Macmillan
- Yeaxlee, Basil. An educated nation. (World of to-day ser.) Oxford Univ.
- Yellow horde, The. Evarts, H. G. \$1.75 Little, B.
- Yemenite ms. of Mo'ed Katon, The. Price, J. Oxford Univ.
- Yeomans, Edward. Shackled youth. \$1.75 Atlantic
- Yosemite National Park, Handbook of. Hall, A. F. Putnam
- You and your church. Kirtley, J. S. \$1.25 Am. Bapt. Pub.
- You never saw such a girl. Weston, G. \$1 Grosset & D.
- Young, Dinsdale T. Stars of retrospect. \$2 Doran
- Young, F. E. Mills. Imprudence. \$1.90 Doran
- Young, Francis Brett. The tragic bride. 12° \$2(?) Dutton
- Young, George. The machinery of diplomacy. (Handbooks on international relations) \$1 Harcourt
- Young, George, jr., and Baxter, H. E. Descriptive geometry. (Engineering science ser.) Macmillan
- Young, Gordon Ray. Savages. \$1.75 Doubleday, P.
- Young, R. T. Biology in America. 8° \$7.50 Badger
- Young, Stark. Three plays: Addio, Madretti, At the shrine. \$2 Stewart & K.
- Young folks' encyclopedia of etiquette. Brady, N. \$1.50 Doubleday, P.
- Young folks history of the world war, A. Bénézet, L. P. Macmillan
- Younghusband, and Davenport. The crown jewels of England. il. 8° \$20 Funk & Wagnalls
- Younghusband, Maj.-Gen. Sir George. The jewel house. il. \$5 Doran
- Youngken, Heber Wilkinson. Pharmaceutical botany. 3rd ed. il. 12° \$3.75 Blakiston
- You're only young once. Widdemer, M. \$1 Burt
- Youth and the new world. Boas, R. P. Atlantic
- Youth of Parnassus, The. Smith, L. P. \$1.50 F. Shay
- Zangwill, Israel. The voice of Jerusalem. \$4 Macmillan
- Zell. Aikman, H. G. \$2.50 Knopf
- Zinc, Electrolytic deposition and hydrometallurgy of. Ralston, O. C. \$3 McGraw-Hill
- Zinsser, Hans, and others. A laboratory guide in serum study. New ed. Macmillan
- Zizi's career. Van Buren, E. \$1.75 Bobbs-M.
- Zweig, Stefan. Romain Rolland: the man and his work. \$3.50(?) Seltzer

## Rare Books, Autographs and Prints

**A** MOVEMENT in Indiana to build a children's hospital as a memorial to James Whitcomb Riley seems to be culminating successfully.

Bibliographical works and books about books, of all kinds and degrees of rarity, are in active demand with a tendency of prices to advance. This indication augers well for book-selling.

A collection of Americana, selected from several consignments, including rare American almanacs, books and pamphlets on the Revolutionary War, Washingtoniana, California and the early West will be sold by the Heartman Auction Company, Inc., Rutland, Vt., March 19.

Just now the interest in fine prints seems to be at its height for this season. At the National Academy of Design more than 150 drawings, etchings, engravings, etc., are now on exhibition. At the New York Public Library the etchings, lithographs, and wood engravings of Manet, from the Avery collection, are on view. Etchings and dry points by Rembrandt can be seen at Knoedler's and of Lepere at the Harlow Galleries. Sixty Buhot etchings are on exhibition at the Keppel Galleries and include many rare and uncommon states.

The library of a New York collector will be sold to close his estate at the Anderson Galleries, March 17 and 18. It contains a large number of desirable English and American standard editions of popular authors, private press books, colored plate books, engravings, extra-illustrated and other good miscellaneous books. The books thruout the library are in fine condition. There are few rarities but are of the class that make desirable additions to the general private library and bookseller's stock.

Admirers of Keats in England have started a movement to purchase Wentworth Place, the house in Hampstead where the poet lived for a considerable time with Armitage Brown and wrote several of his most famous poems, and equip it as a museum. The late Sir Charles Dilke bequeathed a valuable collection of Keats souvenirs to the Borough of Hampstead, and it is planned to keep and exhibit them in the old house. A fund of £4,000 is needed to carry out the plans of which £3,500 has already been raised, and it is hoped that American admirers of the poet will contribute the remaining £500.

The death bed portrait\* of John Keats, painted by his friend Joseph Severn, perhaps better known than any other portrait, is one of the most treasured association items in the collection of A. Edward Newton, author of "The Amenities of Book Collecting." It was at once recognized that Severn had caught the

spiritual beauty of the poet as he lay dying and several copies of the original were made: one of these is in the Keats-Shelley Memorial at Rome and another may be seen in one of the great private collections of this city.

The library of Anthony J. Drexel, Jr., of Philadelphia, with additions, was sold at the Anderson Galleries, March 1 and 2. The highest price, \$1,025, was paid for Thackeray's "Illustrations to the Surprising Adventures of Three Men," a series of ten lithographic plates printed for "Presentation Purposes Only" and in all probability issued shortly after leaving college. It is probably the rarest of the Thackeray publications only three extant copies being known. James F. Drake paid \$621 for the Fourth Folio of Shakespeare. The rarer colored plate books brought good prices; sets sold fairly well; and the drawings of Blake, Leech and Rowlandson brought out the liveliest competition of the sale, with the exception of the Thackeray items. Really rare items were in good demand but in the more ordinary books there were the usual opportunities for the book buyer and dealer. The entire collection brought \$25,811.

One of the brightest ideas in catalog making seen for a long time comes from James F. Drake, Inc., 4 West 40th Street. It is a little catalog 4 by 7 inches, handsomely printed, containing 52 pages, devoted entirely to first editions of modern authors from \$1 to \$100 in value. In a paragraph on the first page the statement is made that each book listed is a first edition, in good condition, in the original cloth binding. Each book is given a full line for name and price and is printed in eight point Cheltenham type, which makes a strong handsome page. This little catalog contains upwards of 1,500 items in space ordinarily that would not admit of more than 400 or 500 lots. A return envelope is enclosed and for the convenience of the buyer it is suggested that items may be checked and the catalog sent as an order to be returned when the books are forwarded. The catalog is as convenient for the buyer as it is economical for the dealer; it is apparent at a glance that here is a real efficiency in catalog making.

Autographs, manuscripts, and broadsides, making Part V. from the stock of the late George D. Smith, will be sold at the Anderson Galleries, March 14 and 15, by order of his estate. This part contains 443 lots very many of which are of the most superlative interest. Space will not permit the mention they deserve. The letters, documents and manuscripts are of both literary and historical interest of a very wide range. For instance there is the rare and important broadside issued by the British in 1778 after our alliance with France threatening the Colonies with arson, murder and desolation; the title deed of



William Bradford's printing office; an important Civil War letter written by General Grant containing plans for the capture of Vicksburg; a manuscript proclamation of thanksgiving by Samuel Huntington, president of the Continental Congress, referring to Arnold's treason; one of the confidential despatches of Napoleon containing plans for the campaign ending with the Battle of Leipzig sent to one of his principal generals; three despatches on Napoleon's illness and death; and one of the finest letters of Edgar Allan Poe speaking of "The Murders of the Rue Morgue" and outlining "The Mystery of Marie Roget." This will be one of the most important sales of autographs and manuscripts of the season.

The exhibition of signed drawings, manuscripts and photographs contributed by famous men and women connected with the Great War, to be sold at the American Art Galleries, February 28, for the benefit of the fatherless children of France, was opened by Ambassador Jusserand. It was generally recognized that the exhibition was one of the most interesting of the various benefits for war victims and the attendance on the opening day and throughout the exhibition was large. Thomas E. Kirby, president of the association, presided at the sale. A representative of Mrs. David Johnson, of Boston, who conceived the idea of the "War Book" and was largely instrumental in bringing the collection together made an offer of \$10,000 for the entire collection. Mr. Kirby consulted members of the society under whose auspices the sale was being held and they decided to sell the collection unbroken for \$10,000 if a higher bid could not be secured. Mr. Kirby being unable to get an advance, sold the collection to Mrs. Johnson. It is probable that it will now go to either the Congressional Library or the Boston Public Library. There is apparently a demand for the publication of the material in a book to be sold for the further aid of the fatherless French children.

The Charles Romm collection of first editions, inscribed copies and manuscripts of modern English and American writers was sold at the American Art Galleries, March 4. The entire collection brought \$8,889. The works of many of the authors were sold *en bloc*; Thomas Bailey Aldrich's works in 34 vols., brought \$65; Arnold Bennett, 34 vols., \$62.50; George W. Cable, 15 vols., with interesting inscriptions, \$42.50; Mark Twain, 63 vols., \$110; Ralph Waldo Emerson, 29 vols., \$40; Maurice Hewlett, 40 vols., \$145; William Dean Howells, 76 vols., \$130; Henry James, 47 vols., \$125; Richard LeGallienne, 62 vols., all but five autographed or inscribed by the author, \$150; Jack London, 53 vols., \$150; Brander Matthews, 48 vols., all inscribed, \$25; Thomas Paine, 21 vols., \$16; Edgar Allan Poe, 29 vols. and 45 miscellaneous pieces, \$12.50; James Whitcomb Riley, 28 vols., \$25; Edmund Clarence Stedman, 33 vols., \$65; Henry Van Dyke, 23 vols., mostly inscribed, \$42.50; Whit-

tier, 24 vols., \$7.50. The Whitman's were broken up and sold in 78 lots bringing \$669.50. The rare first issue of the first edition of "The Leaves of Grass," 1855, with inscriptions for the Whitman centennial celebration by John Burroughs, Horace L. Traubel and Thomas B. Harned, brought \$140. It needs only a glance at these totals to see that some of the prices were frightfully low. There were several reasons for this: the entire collection did not give the impression of having been brought together with a fine sense of discrimination; this impression was intensified by the inclusion of many books in unsatisfactory condition and the constant mention of this fact in the catalog (which the cataloger was obliged to do) killed the interest of many discriminating collectors; again, the bundling here had the same damaging psychological effect that it did on the first editions of American authors in the Wallace sale last year; and, by no means least of all, the speed made necessary to sell 375 lots in the afternoon and 382 lots in the evening—many of which were valuable and complicated—cost a great deal. We shall probably hear more now about the decline in value of American first editions but if private press books, early English literature, incunabula and rare Americana were to be bunched with the same degree of intelligence and sold at the same high speed the result would be similar. Evidently under present conditions, it is necessary to bundle mediocre books. But it requires great skill, an apparent reason and favorable conditions to sell rare books in bundles advantageously.

F. M. H.

## Auction Calendar

**Monday and Tuesday afternoons, March 14 and 15, at 2:30 o'clock.** Autographs, Manuscripts and Broad-sides from the stock of the late George D. Smith (part 5), sold by the order of his estate. The Anderson Galleries.

**Thursday and Friday afternoons, March 17 and 18, at 2:30.** The library of a New York collector, sold to close his estate. The Anderson Galleries.

**Saturday, March 19, at 1 o'clock.** Rare Americana, pamphlets and books. At the Heartman Auction Co.

**March 22 and 23.** Autographs and manuscripts and historical documents. Van Stockum's Antiquariaat, Prinsegracht 15, The Hague.

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# The Publishers' Weekly

62 West 45th Street, New York

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Quarter Page .....	15.00
Eighth page .....	7.50

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Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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### To Booksellers:

This issue of the PUBLISHERS' WEEKLY, containing the complete index to New Spring publications, is not only a most valuable one for every salesperson to have during the season, but it is equally attractive for your best customers—the people who are keenly interested in buying many new books. The publishers' advertisements are fully descriptive and bring great weight to this issue as a business getter.

*The Publishers' Weekly*

# The Weekly Book Exchange

## Books Wanted and for Sale

### BOOKS WANTED

"Allan," care Publishers' Weekly  
Romance, for October, 1920.

American Baptist Pub. Society, 1107 McGee St.,  
Kansas City, Mo.

Alfred's Commentary, 4 vols.

American Book Co., Calvin H. Mills, 330 E. 22nd  
St., Chicago

Frost's U. S. History, School Book.

Andrew's Book Shop, 8 Irvington St., Boston, Mass.

Sweedorg, Hermetic Philosopher.  
Books on psychology, cheap.

The Baker & Taylor Co., 354 Fourth Ave., New York

Walker, Frank R., Building Estimators Reference  
Book, latest edition, F. R. Walker Co., Chicago,  
Illinois.

Wm. Ballantyne & Sons, 1409 F Street, N. W.,  
Washington, D. C.

Newbolt, The Church Catechism.

Baptist Book Concern, Louisville, Ky.

F. W. Robertson's Influence of Poetry.

G. W. Barker, 219 S. Dearborn St., Chicago

1000 Theological Books, especially Commentaries.  
Send list.

Barr Book Shop, 24 West Orange St., Lancaster, Pa.

Private Journal of William Maclay.

Myers, F. W. H., Essays Classical.

Lewis, When Men Grew Tall.

Steinberg, Breakfast of the Birds.

Tanglois & Seignobo's Introduction to Study of His-  
tory.

Winter, Shakespeare England.

Ramsey, Intermixture of Races in Asia Minor.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Blank Verse, J. A. Symonds.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.

A B C 5th Ar Telegraph Code.

Pocket Edition Western Union, Universal.

Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Transactions of Am. Institute of Min. Eng'rs, vol. 56.  
1916.

Bigelow, Brown and Co., Inc., 286 Fifth Ave.,  
New York

Ingersoll's Works, 12 volumes, Dresden edition.

Book Exchange and Art Shop, 1109 Capitol Ave.,  
Houston, Texas

Hydropathy or Water Cure, 7 vols., Fowler & Wells.

Other books on same subject.

Books on Texas.

Freemasonry, History of, and all others on.

Bookshop for Boys and Girls, 264 Boylston St.,  
Boston 17, Mass

Golliwog at Seaside, not more than \$2.

Brentano's, Fifth Ave. and 27th St., New York

Modern Hospital, Hornsby, Saunders, 1913.

Coleridge & Wordsworth's Lyrical Ballads, 2 vols.,  
1798-1800.

Nicholson, Lords of High Decision.

Wyllard, Dolf, Mafota.

Works of Marabeau in English.

Sir Richard Burton, anything.

Legal Forms, Pitman & Howard.

History of Architecture, vol. 3, Lubki.

Una Flow Engines, Stumpf.

Guncraft, Bruette.

Our Southern Highlanders, Kephart.

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Great God Pan, Machen.

She Who Will Not When She May, Walton.

Moran of the Lady Letty, Norris.

Life of Oscar Wilde, ed. since 1914, Sherard.

Culture by Conversation, Waters.

Golf Book, Travers.

American Ideals, Roosevelt.

Hunting Trips of a Ranchman, Roosevelt.

Hunting Trips on the Prairie, Roosevelt.

Addresses and Presidential Messages, 1902-04, Roose-  
velt.

Stories of the West, Roosevelt.

Book of English Love Poems, Chosen from Wyatt  
to Arnold.

True Romances of Scotland, Graham & Paterson.

For Deussen Elements of Metaphysics.

Molly Maguires, Pinkerton.

Influence of Mind Over Body, Tuke.

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Her Royal Highness—Woman, O'Rell.

Day of Souls, Jackson.

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Pistols for Two, Mencken & Nathan.

Three Weeks, Glyn.

Circle of Dante.

Dante, Church.

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Indian Runner Ducks, Valentine.

The Hope of the Gospel, MacDonald.

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The Social Problem, Hobson.

Sir Wm. Johnson, Makers of America Series.

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Happy Hypocrite, Beerbohm.

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Thru Night to Night, Spielhogge.

The Wagnerite, Donnelly.

An Interrupted Friendship, Voynich.

Bernie Babcock.

Literary and Social Essays.

Little Journeys to Homes of American Authors.

Hawthorne Centenary Celebration at Wayside, 1904.

Hawthorne and His Circle.

Memories of Hawthorne, Lathrop.

A Study of Hawthorne Lathrop.

Life and Genius of Hawthorne.

Lane of Thrushes, O'Byrne.

Other Side the Lantern, Treves.

Word Coinage, Mead.

Brokerage Acc'ts, Todman.

An Introductory Acct. of Certain Mod. Ideas.

Foundations of Mathematics, Carus.

Negro Explorers at North Pole, Henson.

Any books describing and illus. Old Richmond  
Palace in Surry.

Secret Door, Everett.

Gnostic Story of Jesus Christ, Sadler.

Newspaper Press Directory of United Kingdom,  
Europe and Far East, 1920 edition.

From a Common Room Windows, Owen.

Psychology of Dementia Pracco, Jung.

The Black Prophet, Phelps.

Century of French Fiction, Wells.

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 Paper No. V, International Trade.  
 Paper No. VII, Statistics of Retail Prices.  
 Square of Severns, Stevenson.  
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 Poms of Satan, Saltus.  
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 The Blue Lagoon, Stacpoole.  
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 Story of Mary Washington, Harland.  
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 Midstream, Comfort.  
 Our Southern Highlanders, Kephart.  
 In Africa's Forest Jungle, Stone.  
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 Theory of Algebraic Equations, Galois.  
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 Night Has a Thousand Eyes.  
 Curious Punishment of Bygone Days, Earle.  
 Letters of Spiritual Counsel, Keeble.  
 Canvas Canoes, How to Make Them, Field.  
 Manual of Canvas Canoe, Webb.  
 Untitled Fields, Moore.  
 Grania, Lawless.  
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 History of Crusades for Recovery and Possession Holyland, Mills.  
 History of Chivalry, Mills.  
 Not Wisely but Too Well, Hichens.  
 History of U. S., Bassett.  
 Life of Hamilton, Oliven.  
 Description of Pitcairn Island and Its Inhabitants, Barrow.  
 Appearances, Dickinson.  
 Imperialism, Hobson.  
 The Unknown Eros, Patmore.  
 Dona Perfecta, Eng. Trans., Galdos.  
 Communicating Without Wires, Lodge.  
 Escoffiers Cook Book.  
 Ship of the Past, Forbes.  
 Farne Islands, Russell.  
 Deutch's English trans. of Talmud.  
 Golden Age of Engraving, Keppel.  
 Madame Recomier and Her Friends, Williams.  
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 Maugham, Liza of Lambeth.

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 The Kitchener Memorial Book.  
 Memoirs of the Duke of Sully.  
 Life and Lettrs of Madame D'Arblay.

William J. Campbell, 1731 Chestnut St., Philadelphia  
 Baldwin, Flush Times in Alabama.  
 History of Franklin County, Pa.  
 Hall's Sketches of Life and Manners in the West.  
 Joline, Rambles in Autograph Land.  
 Muther, History of Painting.  
 History of Ocean County, N. J.  
 Ripley Family.  
 Rotterberg, New Era Card Tricks, orig. ed.  
 Starr Family.  
 Marion Simms, Autobiography.  
 Sumner, Alexander Hamilton.  
 Westbrook, History of the 49th Pa. Volunteers.  
 Washington County, Pa., by Crumrine.

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 Brown, Elements of Figure Skating.  
 Gibbon's Rome, vol. 1, 3 copies, state ed.  
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 Sommers, Inorganic Chemistry.  
 Bowditch, Am. Navigator, Handy ed.

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Book of Knowledge, vols. 1, 2, 3, 4, 7.  
 Creighton, History of Epidemics in Britain, vol. 1,  
 A. D. 664 to extinction of plague, 1891.  
 Gettemy, True Story of Paul Revere, Little.  
 Gilder, Autobiography of a Tom Boy, 2 copies.  
 Knowles, Alone in the Wilderness.  
 Parker, Translation of a Savage, 3 copies.  
 Wilson, Nature Study in Elementary Schools, Second reader, 3 copies.

The John Clark Co., 1486 West 25th St., Cleveland, O.  
 Congressional Record, 1896 to 1920.  
 Hodge, Handbook of the Indians.  
 Hamerton, P. G., Landscape.  
 Ives, The Colorado River of the West.  
 Pacific Railroad Reports, vols. 3 and 5.  
 Richardson, Electron Theory of Matter.  
 Sitgreaves, Report on the Zuni and Colorado Rivers.  
 Stiles, Bundling; its Origin, etc.



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 Beard, Luther and Reformation.  
 Beer, Commercial Policy England, Col. Univ. Studies.  
 Brown, Genesis, U. S., 2 vols., Houghton.  
 Buck & Morris, Expository Writing, Holt.  
 Christian, Caroline Islands, Scribner, 1899.  
 Goadby, Mycology of Mouth, Longmans.  
 Griffiths, America in the East, Barnes.  
 Humboldt, Travels to Equinoctial America, 1799-1804, 7 vols.  
 Hunt, Leigh, Autobiography, 2 vols., Harper.  
 Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.  
 From Sunup to Sundown, Corra Harris.

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 Secrets Personal Culture and Business Power.  
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 British Eloquence, Goodrich.  
 Among the Wild Fowl, Job.  
 Any Genealogies or Town Histories.

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 Beyond the Grave, Bishop Foster.  
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 Matthew Henry's Commentary.  
 Kurtz's Church History, 3 vols.  
 Interlinear Greek N. Test.  
 Strong's Concordance.  
 Davis' Bible Dictionary.  
 Maclaren's Commentary on Bible.

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Bartlett, Concordance to Shakespeare.  
 Bartlett, Dictionary of Familiar Quotations.  
 Belle Boyd, Life, 2 vols.  
 Edwards, Dictionary of Words, Facts and Phrases.  
 Glasgow, Successful Failure.  
 Hardy, Dynasts.  
 Johnston, Negroes in New World.  
 Johnston, Napoleon.  
 Jones, Rebel War Clerk's Diary, 2 vols.  
 Mahan, Life of Napoleon.  
 Rose, Life of Napoleon.  
 Rose, Personality of Napoleon.  
 Virginia, Any good items.  
 Wells, Outlined Hist. of World.  
 Wheeler, French Revolution.

## Columbia University Library, New York City

Hinds, W. A., American Communities.  
 Thornton, American Glossary, 2 vols., Lippincott, 1912.  
 Lee, G. C., Source Book of English History, Holt, 1900.  
 Tarkington, B., The Flirt, Doubleday, Page, 1918.  
 Alden, R. M., ed., Poems of the English Race, Scribner, 1920.  
 Hopkins, Albert Ellis, The Scientific American Cyclopedic of Receipts, Notes and Queries, latest ed., Munn & Co.  
 France, Penguin Island, Lane, 3 copies.

## Columbia University Press Bookstore, 2960 Broadway, New York

Willis, Federal Reserve.  
 Hollingsheds, Chronicle.

## Cossitt Library, Memphis, Tenn.

Proceedings of the National Conference of Social Work, 1918.  
 Beveridge, Life of John Marshall.  
 Warner Library.  
 Cabell, Jurgen.  
 Young, Science and Art of Writing Life Insurance.

## S. Cottlow, 1688 Third Ave., New York

A Treatise on the Law of Pawnbroking, Levine.

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## Jeremiah F. Cullen, 15 South Ninth St., Philadelphia

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 The Grand Chaco, by G. M. Fenn, 2 copies.  
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 The Emigrant Ship, C. Russell.  
 The Gladiators, Melville.  
 McKenzie, 10,000 Receipts.  
 History of the West Branch Valley.  
 Jones, History of Juniata Valley.  
 History of Indiana County Penna.  
 Depew, Library of Oratory, 15 vols.  
 Journeys Through Bookland, by Sylvester, 11 vols.  
 The World Book, 10 vols.  
 Words and Phrases Judicially Defined.  
 Lewis and Clarke Expedition, Ed. by Coues.  
 Great Events of the Great War, 7 vols., Nat. Alumni.  
 Ophiata Bible, 2 copies.

## M. Curlander, 14 W. Saratoga St., Baltimore, Md.

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 Dist. of Col. Sup. Ct. Repts., odd vols.  
 Reed's L. George and L. Champlain.  
 Atwood's Back to the Republic.

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Burk, History of Virginia, in 4 vols.  
 American Society of Civil Engineers, Proceedings, complete or in part.

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Harris, Great Days.  
 Harris, The Yellow Ticket.  
 Blease, Short History of English Liberalism.  
 Bury, Love of Books.  
 Lee, Queen Victoria.

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The Characters of Jean De La Bruyere, in English, by Henri T. Lann, illustrated edition of 1885.

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Burton's Arabian Nights, 17 vols.  
 The Pilgrim Fathers, Bartlett.  
 How to Build Mental Power, Kleiser.

## Davis and Banister, Slater Bldg., Worcester, Mass.

The Birds of New York, Eaton.

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Calhoun, C. M., Liberty Dethroned.  
 Cook, John Esten, Novels in cloth, cheap.  
 Du Bois, Love or Friendship.  
 Richardson, Samuel, Clarissa Marlow.  
 Karmasutra.  
 Book of the Dead, second-hand.  
 Janey, Roger B., Memoirs of.  
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 Watson, Thomas E., Bethany.  
 Paxton's Genealogy of the Marshall Family.

## Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Phillipps, Art and Environment.

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Gesenius, Hebrew and English lexicon of Old Testament, last ed.  
 Roden, Later American Plays, 1831-1900.  
 Muther, R., History of Painting from the 4th to the early 19th century.  
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 Werner's Readings and Recitations, nos. 7, 10, 15, 21, 52 and 54.  
 Guest, Edgar A., Breakfast Table Chat.  
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 Hasluck, P. N., Violins and other stringed instruments.

## Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Banking and Commerce, pub. Bankers' Pub. Co.  
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 Butler, Way of All Flesh.  
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 Morley, Gladstone.

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 Suderman, Song of Songs.  
 Swinburne, Poetical works, etc., pub. J. D. Williams, New York.  
 Williams, Geological Biology.  
 Guerard, Five Masters of French Romance.  
 Youmans, Pioneers of Science in America.  
 Monahan, Palms of Papyrus, 2nd ed.  
 Besier, Don.  
 Besier, Lady Patricia.  
 Broadhurst, Innocent.  
 Broadhurst, Law of the Land.  
 Gregory, Lady, The Image.  
 Howard, The Henrietta.  
 Jones, A Bed of Roses.

**Dixie Business Book Shop, 41 Liberty St., New York**  
 Accounts of Executors and Testamentary Trustees, Hardcastle.  
 Accountant's Guide for Executors, Gottsberger.  
 Contents and Mode of Stating Executor's Acts, Loomis, Dec. 10, 1907.  
 Love and Luck, R. B. Roosevelt, Harper, 1886.  
 The World's Peoples, Keane.  
 Their Pilgrimage, in original binding, Chas. Dudley Warner, octavo.

**Robert W. Doidge, 16 Elm St., Somerville, Mass.**  
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 Mencken & Nathan, Heliogabalas, Knopf.  
 Huneker, Melomanias, 1902.  
 Huneker, Overtones, 1904.  
 Huneker, Visionaries, 1905.  
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 Huneker, Promenades of an Impressionist, 1910.  
 Huneker, Franz List, illus.  
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 Huneker, Iconoclasts, 1905.

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 Saltus, Oscar Wilde, 1st ed.  
 Clifford, Mayalan Monochromes, 1st ed.  
 Dwight, Stamboul Nights, 1st ed.  
 Dickie, J. F., In the Kaiser's Capital, 1910.

**H. & W. B. Drew Co., Jacksonville, Fla.**

The Damnation of Theorem Ware, Harold Frederick.  
 The Market Place, Harold Frederick.  
 Tom Sawyer, illus. by E. W. Kemble, pub. Charles L. Webster, 1893.  
 Writings of Christopher Columbus, ed. by Paul Lester Forbes.

**Dunster House Bookshop, 26 Holyoke Ave., Cambridge, Mass.**

Adams, Henry, Democracy.  
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 Cabell, Jurgen, 5 copies.

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 Brown, Campbell, History of Chemistry, 1st ed.  
 Cazotte, J., Biondetta, or, The Devil in Love.  
 Comte, Positive Philosophy, trans. by Martineau.  
 Crosby, P. H., Pazos's Letters on S. America, 2 vols.  
 Dobson, Austin, Eighteenth Century Vignettes, 1st, 2nd and 3rd series; Miscellanies, 1st and 2nd series.  
 Fraser, Crow-Step.  
 Greenaway, Kate, Calendar for 1883.  
 Hannay, D., Sea Trader, pub. Little, Brown, 1913.  
 Hickens, The Londoners.  
 Hill, Athletics and Outdoor Sports for Women.  
 Islands of the World, 8 vols.  
 Kipling, Reader for Elementary Grades, 1893.  
 Livingston, L. S., Works of Rudyard Kipling, description of a set of 1st eds. of his books, N. Y., 1901.  
 Marshall's Life of Washington, London, 1804.  
 Milman, H. H., Nala and Damagranti, and Other Poems, London, 1834.  
 Morley, M., The Carolina Mountains, pub. Houghton Mifflin, 1st ed., 1913.  
 Nirdlinger, The World and His Wife.  
 Richardson, Samuel, Clarissa Harlowe.  
 Rose, J. H., Development of the European Nations.  
 Stopford Brooks, On Ten Plays; On Ten More Plays.  
 Thomson, James, Works, 3 vols., illustrations with Life of the Author by Murdoch, pub. about 1803.  
 Tracts for the Times, set, Newman, Kemble and others.  
 Troutbeck, The Children's Story of Westminster Abbey.  
 Weedon, Howard, Bandanna Ballads; Songs of the Old South Voices of the Night.  
 With the Fairies, De Wolfe Fiske Co., Boston, 1891.  
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Donnell, E. O., Haunted Highways and Byways.  
History of Pringgold and Decatur County, Ia., 1885.  
History of Iowa, pub. C. T. Clark, Chicago, 1915-16.  
Ingraham, J. H., Haunted Homes and Familiar  
Legends of Great Britain.  
H. Carrington, True Ghost Stories.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill.,  
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Science, N. S., vol. 1-10.  
Auk., vols. 1-3; 6, 7, 10, 12-26.  
Canad. Mining Institute, Journal, vol. 1.  
Jl. of Industry and Eng. Chemistry, 1 complete,  
2, no. 1, 3.  
School of Mines Quarterly, 1, no. 1 and 4.  
Packard, Insects Injurious to Forest Trees, U. S.  
Ent. Comm., vol. 5.  
Coulter, Botany of Western Texas, U. S. Nat. Herb.  
Fries, Epicrisis Mycolog.  
Griffith, Medical Botany, 1847.  
De Bary, Fungi.  
Harvey, Nereis Boreali Americana.  
Hassal, British Fresh Water Algae.  
Wolle, Desmids, Diatoms, Algae.  
Sachs, Physiology of Plants.  
Textbook of Botany.

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Synge, Plays, vol. 2, Luce.  
Economic Value of the Land, Neilson.  
Fireside Sphinx, Repplier, Houghton.  
Herself, Sedgwick, Small, M.  
Livingston and Exploration of Central Africa,  
Johnston.  
Nat. Hist. Mamiferous Animals, Martin.  
History, Aye, Aye, L. Barron.  
Through Central Africa, DuChaillu.  
Darkness and Dawn, England.  
Through the Ages by Waterloo.  
Adventures of Clarence, pub. Carleton.  
Guncraft, Bruette, Stewart & Kidd.  
The Spoilers, Rex Beach, Harper.  
Russian Gentlemen, Akdakoff, Longmans.  
Roosevelt, Theodore, 1st eds.  
Pennell's Etching, Macmillan.  
Pennell's Lithography, Macmillan.  
Night Court and Poems by Mitchell, Century.  
Mackail's Greek Poetry, Longmans.

T. H. Flood & Co., 214 W. Madison St., Chicago  
Continental Legal History Series, 11 vols.  
Modern Philosophy Series, 11 vols.  
Criminal Science Series, 9 vols.  
Osborne on Questioned Documents, 1 vol.  
Chitty on Pleading, 1874, 3 vols.

## Foster Book &amp; Cigar Co., 410 Washington, St. Louis

The Modern Evil, E. J. Byrd.  
Fowler Bros., 747 S. Broadway, Los Angeles, Cal.  
Significance of the Modern Drama, Emma Goldman.  
Kempton Wace Letters, Jack London.  
George Bernard Shaw.  
St. John Ervine.  
John Galsworthy.  
John Drinkwater.  
Sir James Barrie.  
Joseph Conrad.

## Wm. F. Gable Co., Altoona, Pa.

The Big Fellow, Moffat, Yard.

## John L. Galletti, 601 W. 156th St., New York

Byron and Women He Loved, Gribble.  
Anything by Hearn.  
Good edition of the Heptameron.  
Herodotus, Rawlinson.  
Condition must be stated accurately.

## Gammel's Book Store, Austin, Texas

Life of Napoleon, Watson.  
Life of Thomas Jefferson.  
Great Iron Wheel Examined by Brownlow.  
Words in the Making, Svante Arrhenius, translated  
by Dr. Borne.  
Alexander Campbell, any writings of.  
Life of Ben Thompson.  
Republic of Republic.  
Is Davis a Traitor?  
Echoes of Rocky Mountains.  
Mexican Boundary Survey, Emory.  
Bradley, Guerella and Outlaw.  
Seven Great Religions of the World.  
Mallow, U. S. Treaties.  
Proctor, The Stars and the Earth.

## J. K. Gill Co., Portland, Oregon

Daughters of Cain, Etta Pierce.  
Last Voyage of the Donna Isabel, Parrish.

## Gimbel Bros. Book Store, Philadelphia

The Masquerader, Thurston.  
Hamilton, Blindness of Virtue.  
Goodspeed's Book Shop, 5a Park St., Boston, Mass.  
Abbott, Behind the Scenes with Mediums.  
Adams, Conquest of Tropics.  
Arthur, T. S., Two Merchants.  
Baedeker, Spain.  
Benson, Cat. of Etchings.  
Bohan, Life of Schumann.  
Cape Cod, History of, Freeman.  
Chambers, The Ouzniche.  
Choate, Joseph H., Lincoln and Other Addresses in  
Great Britain.  
Colburn, Zerah, The Locomotive.  
Cole, Encyclopaedia of Dry Goods.  
Colles, Christopher, Geographical Ledger, N. Y.,  
1794.  
Dean, Royal Northwest Mounted Police.  
De Vinne, History of Printing.  
DeVries, Voyages, Holland to America, 1632-'44, N.  
Y., 1853.  
Dickerson, M. W., Amer. Numismatic Manual, 1865.  
Dwight, Travels, 4 vols.  
East Hampton, N. Y., Gardiner, 1871.  
Findlay, South Pacific Discovery.  
Garnett & Gosse, Illus. History English Literature,  
Macm., cloth.  
Gass, Patrick, Voyages and Travels under Lewis  
& Clarke, Pittsburgh, 1807.  
Goshen, Ct., History of, Hibbard.  
Grolier Club, Charles Wittingham's Printers.  
Hempstead, L. I., Antiquities of Parish Church,  
Onderdonk, 1880.  
Henderson, Life of Stonewall Jackson.  
Hopkins, Samuel, Life of.  
Horton, M. H., Helen's Choice, 1913.  
Internat. Correspondence School, Mathematics book.  
Jones, T. F., Backward Glances.



## BOOKS WANTED—Continued

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 Lea, Homer, Valor of Ignorance.  
 Lincoln, Abraham, complete works, Gettysburg ed.  
 Lossing, Field Book of War of 1812.  
 Lowell Institute, Lectures on Mass.  
 Lyons, Colonial Furniture.  
 Lockwood, Furniture.  
 Mass. Hist. Soc. Proceed., vol. 3, series 2.  
 Moore's Digest, vol. 1.  
 Obenchain, Hand-woven Coverlets.  
 Plymouth Pulpit, Sermons, vols. 2 and 3, new series.  
 Poor Richard's Almanac, original or others.  
 Rosenkreuz, Christian, Fraternity of True Brothers.  
 Schoolcraft, Expedition Through Upper Mississippi, 1834.  
 Scott, Capt., Last Expedition, 2 vols., colored illus., 1st ed.  
 Seringo, Tony, 15 Years on Hurricane Deck of a Spanish Cow Pony.  
 Simsbury, Conn., Births, etc., 1898.  
 Sleight, M. B., Flag on the Mill, 1887.  
 Snaith, J. C., Broke of Covenden.  
 Stephens, A. S., Myra.  
 Theolog. Discussion, Rev. Mr. Henson and Rev. Mr. Ingalls, Southold, L. I., 1842.  
 Walker, Williston, Ten New England Leaders.  
 Wallace, Mayal Archipelago.  
 Whitman, Rev. Bernard, Life of, Ca., 1837.  
 Genealogies—Babcock, by Welles, 1861; Babcock Family of Mass., 1881; Barlow gen., 1891; Bolling Memoirs; Burr Family; Gazzam gen.; Hayward gen.; Hubbard, 1000 Years of; Kendrick or Kendrick; Livingstons of Livingston Manor; Pierce. Contributions, biog., genealog., etc., Boston, 1870; Plant, House of, Macon, Ga.; Turner, Descend. of Humphrey, 1852; Tuttle gen.; Van Pelt, 1913.

## Grant's Book Shop, Inc., 127 Genesee St., Utica, N.Y.

Barden, Two Boy Pioneers.  
 Rowland, Apple of Discord.  
 Rowland, The Magnet.  
 Rowland, Sultana.  
 Rowland, Germaine.  
 Rowland, Mountain of Fears.  
 Rowland, To Windward.  
 Rowland, In the Shadow.  
 Rowland, Wanderers.

## Benj. F. Gravely, Martinsville, Va.

Williams, Middle Kingdom, 1st ed., with map.  
 Williams, Middle Kingdom, ed. 1899, with map.  
 Maps showing various Provinces of China.

## Grimwood's, 24 N. Tejon St., Colorado Springs, Colo.

Mater, Percy McKaye.  
 The Making of Colorado, Parsons, pub. Flanagan.

## Hampshire Bookshop, 192 Main, Northampton, Mass.

Benson, E. F., Up and Down, Doran.

## Hanford &amp; Horton Co., Middletown, N. Y.

Encyclopedia Britannica, reprint ed., cloth bound, complete.  
 Stoddard's Lectures, complete, cloth bound.

## F. B. Hartmanft, 450 Asylum St., Hartford, Conn.

J. Brierley, any titles.  
 Brown's General History of Canton and Simsbury, 1856.  
 Connecticut Masonic Reports before 1885.  
 The Gurneys of Earlham Court, anything on.  
 Dury, History of Rome, blue cloth.  
 Old books of travel with plates.  
 Genealogies—Denison, Fenning, Howland, Miner, Webb.  
 Marshall, Life of Washington, 5 vols.  
 John Marshall, anything by or about.

## Harvard Co-op. Soc., Harvard Sq., Cambridge, Mass.

Airberry, Four Winds of Eirinn.  
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 Stanley, Through Darkest Africa.

## Wm. Helburn, Inc., 418 Madison Ave., New York

Gotheim, Geschichte der Garten Kunst.

## John L. Hitchcock, 1010 Powell St., San Francisco

Wanted, odd numbers of The Pioneer or California Monthly Magazine, San Francisco, 1854-55.  
 Wanted, odd numbers of Hutching's Illustrated California Magazine, San Francisco, 1856-61.  
 Hingston, Edward P., The Genial Showman Reminiscences of Artemus Ward, Harper Bros., 1870.  
 Man-of-War Life, a Boy's Experience in the United States Navy, Cincinnati, 1856.  
 Norroff, Charles, Nine Years a Sailor, Cincinnati, 1866.  
 Reminiscences of Captain De Wolf, Boston, 1861.

## Hochschild, Kohn, Howard &amp; Lexington, Baltimore

Four on a Tour in England, Robert and Elizabeth Shackleton.  
 Peter Homunculus, G. Cannan.  
 The Man of Last Resort, Post.  
 On the Witness Stand, Munsterberg.  
 Lifted Masks, Susan Glaspell.  
 Complete Comic Writing by Artemus Ward.  
 Browning as I Know Him, Chesterton.  
 Urania, Flammarion, pub. Donohue.  
 How to Play Baseball, pub. Crowell.  
 Return of Peter Grimm, the novel.

## Holmes Book Co., 707 Market St., San Francisco

Hudson, The Crimson Conquest, 4 copies.

## B. W. Huebsch, Inc., 116 West 13th St., New York

Notes of a Professional Exile, E. S. Nadal, Century.

## Paul Hunter, 401½ Church St., Nashville, Tenn.

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 Liliencrantz, Thrall of Lief the Lucky.  
 Great Events, vols. 21 and 22, blue cloth with decorations in gold.  
 Woolards, All That's Lovely.  
 Catlin's Indians, with colored illustrations.  
 Who's Who in America, vol. 3.  
 American Book Prices Current, any vols. after 1900.

## H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

Greenaway, Apple Pie, Routledge.  
 Dick, Bilberry Wood, Brentano.  
 Grimm, Cherry Blossom, ill. Stratton, Blackie.  
 Hill, Outlaws of Horseshoe Hold, Scribner.

## A. J. Huston, 92 Exchange St., Portland, Me.

Etting, F. M., Historical Acct. Old State House.  
 Ilsley, Forest and Shore.  
 Joline, Diversions of a Book Collector.  
 Neill, A. S., Dominie's Log.  
 Perry, Wm. S., Hist. of the Church in Mass., 1636-1785.  
 Sullivan's District of Maine.  
 White, Faith, Letter Book, Boston, 1866.  
 Whitefield, Homes of Our Forefathers, Maine, New Hampshire and Vermont, Reading, 1886.  
 Williamson, Guest of Hercules.

## Hyland's Old Book Store, 204-4th St., Portland, Ore.

Anatomy and Physiology of the Eye, Brown and Zoethout, 8 copies.

## George W. Jacobs &amp; Co., 1628 Chestnut, Philadelphia

Beethoven's Letters, ed. by Kalisch, 2 vols., Dutton.

## Anton I. Jansky, 19 E. Adams St., Chicago

Science and Health, 7th ed., vol. 1, black cloth.  
 Science and Health, 9th ed., vol. 1, black cloth.

## Johnson's Bookstore, 391 Main St., Springfield, Mass.

Artemus Ward's Best Stories, ed. by Clifton Johnson, pub. Harper.

## Edw. P. Judd Co., New Haven, Conn.

Dorothy Vernon, or the Beauty of Haddon Hall, pub. Donohue.  
 Plain Living and High Thinking, T. T. Munger, pub. Ketcham.

## Kleinteich's Bookstore, 1245 Fulton St., Brooklyn

Warren, History of the Novel Previous to the 17th Century.  
 Ovid's Art of Love in English Verse.

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Russell, My Diary, North and South.

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Cabell, Gallantry; Soul of Millicent.  
 Mencken, Damn a Book of Calumny.  
 Newbolt, Drake's Drum.  
 Shackleton, Adventures in Homemaking.  
 Pierre Loti, Marriage of Loti.  
 Harris, Contemporary Portraits, vol. 1.  
 Allen, Ethan, Allen's Theology.  
 Pierre Loti, complete ed. or single items by and pertaining to Loti in English.  
 Chamberlain, Child and Childhood in Folk Thought.

**Charles E. Lauriat Co., 385 Washington St., Boston**

Mumford's Rugs, quote date, condition and price.  
 Indians of the Hudson Valley.  
 Collinson, Journal of H. M. S. Enterprise, London, 1809.  
 Osborne, Discovery of the Northwest Passage by Capt. McClure, London, 1857.  
 W. Kennedy, A Short Narrative of the Second Voyage of the Prince Albert, 1851.  
 Baine's Essentials of English Grammar.  
 Wanderers in Paris, Lucas.  
 Second-Class Passenger, Gibbon.  
 Story of the Outlaw, Hough.  
 Shadow Eaters, Cessaes.  
 Through the Magic Door, Doyle.  
 Brandiology, Cabell.  
 Our West Indian Neighbors, F. A. Ober.  
 Negro in Literature and Art, Brawley, Duffield.  
 Days With Sir Roger de Coverley, ill. Hugh Thomson, 1886 ed.  
 Ribot's Psychology of the Emotions.  
 Sacred and Legendary Art, Mrs. Jameson, 2 vols., illus.  
 The Whole Year Round, Dallas Lore Sharp.  
 Echoes from White House and Hospital, Boyden.  
 Wright's Dictionary of Obsolete English, Bohn Lib.  
 Concord in the Colonial Period, C. H. Walcott, pub. Estes & Lauriat, 1884.  
 Chief Contemporary Dramatists, Dickinson.  
 Almetta of Gabriel's Run, Murdoch, Meridian Press, 3 copies.  
 Why I Left My Husband, pub. Moffat, Yard.  
 Taine's Ancient Regime, early ed.

**Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.**

Umbra, Pound, Knopf Co.

**Lemcke & Buechner, 32 East 20th St., New York**

Starr, Doll Book, 2 copies.

**Login Bros., 1814 W. Harrison St., Chicago**

Sprengel on Castration.

**C. F. Liebeck, 859 East 63rd St., Chicago, Ill.**

Sabin's Dictionary, Americana, any parts.

**Lord & Taylor Book Shop, 5th Ave at 38th St., N. Y.**

Harris, Circuit Rider's Widow.  
 Thurston, Sally Bishop.  
 Simeon Ford, A Few Remarks.

**Los Angeles Public Library, Los Angeles, Cal.**

Byington, E. H., The Puritan as Colonist and Reformer.  
 Byington, E. H., The Puritan in England and New England.  
 Carpenter, F. B., Inner Life of Abraham Lincoln.  
 Custis, G. W. P., Life of Washington.  
 Crawford, F. M., the Novel, What It Is.  
 Gallaher, J. E., Lincoln Stories Tersely Told, last ed., 2 copies.  
 Harper's Bazaar, vol. 16, 1883.  
 Hill, F. T., Lincoln's Legacy of Inspiration, 2 copies.  
 Hollister, H. E., Garage Accounting, last ed.  
 Jordan, D. S., California Earthquake of 1906.  
 Photoplay Pub. Co., How to Write Photoplays That Sell, last ed., 3 copies.  
 Roorbach, O. A., Sup. to Bibliotheca Americana, May, 1855, March, 1858, March, 1858, Jan., 1861.  
 Sparks, Jared, Library of American Biography, vol. 23.  
 Williams, H. L., Lincoln Story Book, 2 copies, last ed.

**McClelland & Co., 141 N. High St., Columbus, Ohio**

Collector's Manual, Moore.

**McDevitt-Wilson's, Inc., 30 Church St., New York**

The True Story of a Bank, William Horace Brown.  
 Johnson, Four Centuries of the Panama Canal.  
 Warwick Woodlands, Frank Forrester.  
 Scottish Life and Character, Dean Ramsay.  
 Warwick, Mansfield Tracy Walworth.  
 Sloops of the Hudson, Verplank & Collyer.  
 Some Friends of Mine, Lucas.  
 Mental Philosophy, Joseph Haven.  
 Boots, Direct Primary in New Jersey.  
 Wells, In the Days of the Comet.  
 Bryant's Library of Poetry and Song, 1 vol. ed.  
 John Burt, F. N. Adams, pub. Grosset.  
 Philosophy of History, Voltaire.  
 Purple Peaks Remote by Driver, Chicago.

**Joseph McDonough, Albany, N. Y.**

Our Ducks, Dr. Henry York.  
 Our Ducks, Sandys and others.  
 Warwick Woodlands, Frank Forrester.  
 Rogers' Journal, Albany, 1860.

**McGraw-Hill Book Co., Inc., 370 Seventh Ave., N. Y.**

The Sailor's Friend, T. Groom.

**R. H. Macy & Co., Book Dept, Herald Sq., New York**

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 The Eagle's Shadow, Cabell.  
 Bottoms Up, George Jean Nathan.  
 Another Book on the Theatre, G. J. Nathan.

**Madison Ave. Book Store, 575 Madison Ave., N. Y.**

Trench, Miracles and Parables.

**Henry Malkan, Inc., 42 Broadway, New York**

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 Banning, Pirates, pub. Brothers of the Book, Chicago.  
 Beach, Apples of N. Y., set and odd vols.  
 Bland, Houseboat Days in China.  
 Bigelow, Florula Bostonienses.  
 Bolton's Westchester County, N. Y.  
 Boys' and Girls' Bookshelf.  
 Cats, quote everything on.  
 Colombia, quote all books on that country.  
 Deniker, Races of Man.  
 Ditmars, Reptiles of the World.  
 Eaton's Birds of N. Y., set and odd vols.  
 Kellogg, Darwinism Today.  
 Mawe, Brazil.  
 Mitchell, The Last American.  
 Nott, Fifty Years in Both Hemispheres.  
 Parker, Recollections Grover Cleveland.  
 Rouss, Mathematical Recreations and Essays.  
 Southard, Trout Fly Fishing in America.  
 Waterloo, Launching of a Man.  
 Wise, Diomed.

**L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.**

Coney, Solubilities.  
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 Sahli, Diag.  
 Dieulafoy Pract., 2 vols.  
 Polak, Olstet on Gyn.  
 Williams on Olstetrics.  
 Paget, Jno. Hunter.  
 Parker, Life of Harvey.  
 Veasayer, Memoirs.  
 Dawborn, Cancer.  
 Fellows, Phy. Eating.  
 Chicago Surg. Clinics, vol. 1, 2.  
 Annuals Surg., vol LXVI, 2, 3, 4, 5, 6.  
 Annuals Surg., 1918 complete.  
 Annuals Surg., 1919 complete.

**Isaac Mendoza Book Co., 17 Ann St., New York**

Jones, N. Y. in the Revolution, 2 vols.  
 Lossing, Field Book of War of 1812.  
 Charnwood, Life of Lincoln, 1st Eng. ed.  
 Markham, Incas of Peru.  
 Racinet, Costume.  
 Fergusson, Elephantis.  
 N. Y. Clubmen's Directory.  
 New Engl. Geneal. Register, vol. 18.  
 Pat Crowe, Aviator.

**Methodist Book Concern, 740 Rush St., Chicago**

Archko Volume, new or second-hand.  
 Dalrymple, a romance of the British prison ship, the Jersey, Francis, Pott, 1904, 2 copies.



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 Laotze, The Simple Way, Bert Rider.  
 Dweller on Two Planets, Bert Rider.  
 Doom of Dogma and Trumpet of Truth, Henry Frank.

**Edwin V. Mitchell, 27 Lewis St., Hartford, Conn.**  
 Our Native Orchids, Gibson, Doubleday.  
 Child's Guide to Bible, Hodges, Baker & Taylor.  
 Belcaro, Vernon Lee.  
 Hermit of Carmel, George Santayana.  
 Darwinism, Darwin, Appleton.  
 Friendly Town, Lucas, leather, Holt.  
 International Encyclopedia, Dodd, Mead, last ed., cloth.  
 Blue Laws of Connecticut, True and False, Trumbull, American Pub. Co.  
 History of Connecticut, Peters, Appleton.  
 A Lost World, Doyle, Doran.

**Morris Book Shop, 24 N. Wabash Ave., Chicago**  
 Cabell, Gallantry.  
 In Africa, McCutcheon.  
 Mother, Owen Wister.  
 Heart's Desire, Emerson Hough.  
 Way of a Man, Emerson Hough.  
 The Purchase Price, Emerson Hough.  
 John Rawn, Emerson Hough.  
 The Lady and the Pirate, Emerson Hough.  
 Mosher's Books, about 50 assorted titles, good condition.  
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 Champaign County, Ills., History of.  
 The Short Story, Brander Matthews, 1st ed.  
 Handbook of Curious Information, Lippincott.  
 East of the Moon and West of the Sun.  
 Autobiography of Peter Cartwright.  
 Quilts and How to Make Them.  
 Surtees, Ask Mama, Bradbury and Evans.  
 Surtees, Handley Cross, Bradbury and Evans.  
 Surtees, Rumford's Hounds.  
 From Jaffa to Jerusalem, Finley.  
 Forney's Reminiscences.  
 Gideon Wells' Reminiscences.  
 In Northern Mists, Nansen.  
 Has the North Pole Been Discovered? Hall.  
 Northwest Passage, Ammundsen.  
 Voyage of the Jeanette, De Long.  
 On the Polar Star, Abruzzi.  
 1000 Days in the Arctic, Jackson.

**Noah F. Morrison, 314 W. Jersey St., Elizabeth, N. J.**  
 Goss' History of Birds of Kansas.  
 Cory's Birds of Illinois and Wisconsin.  
 Hall's Geography of Minnesota, St. Paul, 1895.  
 Wright's Ice Age in America, Appleton, 1889.  
 The White City, Ward.

**Nelson's Book Store, 223-4th St., Des Moines, Iowa**  
 Markham, Real America in Romance, vol. 1 only.

**New Era Book Store, 407½-5th St., Des Moines, Iowa**  
 Prosperity, White Cross Library.

**Norman, Remington, Charles at Mulberry, Baltimore**  
 Montesquieu, Persian Letters, 3 vols., Gibbings ed.  
 N. R. Smith, Southern Poetry.  
 Keetels, Analytical & Pract. French Gram., Merrill.  
 Strickland, A., Queens of England, abridged, Student's series, Harper.  
 Baker, Albert, N'yanza Great Basin of Nile.  
 Diary of Madame D'Arblay.  
 Stearns, Faith of Our Forefathers, Whittaker.  
 Henry T. Bailey, City of Refuge, Atkinson, M. & G.  
 Greens, English People, illus. ed.  
 Mistress Brent.  
 Complete Poetical Works of George H. Baker.  
 Odd numbers New York Ledger.  
 Massee, Text Book of Fungi.  
 Rixford, Wine Press and Cellar Man. Payot, Van Nostrand.  
 Melwood Cook Book.  
 Recollections of R. E. Lee, by his son.

**Occult Book-Shelf, 955 Eighth St., San Diego, Cal.**  
 Archko Volume  
 Wanderer, by Rita.

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 Memoirs of Cecile de Courtot, translated, published Holt.  
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 Riddle of the Night, Hanshew.

**O'Malley's Book Store, 336 Columbus Ave., New York**

Blavatsky, Secret Doctrine.  
 Iamblicus, Life of Pythagorus, Taylor trans.  
 Lewes, On Actors and the Art of Acting.  
 Seton, Deer and Antelope of America.  
 Shields, Big Game of North America.  
 Simcoe, Journal, 1844.  
 Old Andover Days.

**Oriental Esoteric Library, 1207 Q Street, N. W., Washington, D. C.**

Brooks, The Theosophical Society and its Esoteric Bogeydom.  
 Brooks, Neo-Theosophy Exposed.  
 Veritas, Mrs. Besant and the Alcyone Case.

**Pearlman's Book Shop, 933 G Street N. W., Washington, D. C.**

Seizer, The Choice of Pursuits of What to Do and Why.  
 Egan, Ghost of Hamlet, 1905, new copy preferred.  
 Lindsey & O'Higgins, The Beast.  
 Jackson, Fred, The Hidden Princess.  
 Roth, Too Many Crooks.  
 Pan American Union, "Mexico" 1911.  
 Mexican Year Book, 1913, 1914.  
 Strassbourg's Story of Tristan and Iseult.  
 Shaftesbury's Our Existence, also all titles.  
 Olds Family in America and England, by Edson P. Olds.

**Pelletier Co., W. J. Hayward, Sioux City, Iowa**  
 Saunders, Fourth, Fifth and Sixth Readers.  
 National, Fourth and Fifth Readers.  
 McGuffy, Fifth and Sixth Readers.

**Pennsylvania Terminal Book Shop, New York City**  
 Tuxedo Reciter, F. McHale, Excelsior.

**Thomas Perkins, 79 Milk St., Boston, Mass.**

Trow, Old Shipmasters of Salem.  
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**Pettibone-McLean Co., Dayton, Ohio**  
 Gold Hunters' Adventures in Australia, first edition.  
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**Pettis Dry Goods Company, Indianapolis, Ind.**  
 Archko Volume, Mahan, Antiquarian Book Company, 3 copies.

**N. H. Phemister Co., 42 Broadway, New York**  
 Marquette Law Review, volumes 2-5 inclusive.

**Philadelphia Book Co., 17 S. Ninth St., Philadelphia**  
 Sweet, Practical Study of Language.  
 Sweet, Practical History of English Sounds.

**The Pilgrim Press, 14 Beacon St., Boston, Mass.**  
 In Defense of Women, by Mencken.

**Pownner's Book Store, 37 N. Clark St., Chicago**  
 Taylor, History of Chicago Board of Trade Law in 1917.  
 Thistle Edition of Stevenson, vol. 5, red buckram.  
 Terhune, The Fighter.

**C. S. Pratt, 149 Sixth Ave., New York [Cash]**  
 Mencken, American Language.  
 Children's Book Week Poster, 1920.

**Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia**

Orr's God's Image in Man.  
 Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.

Tooley's Life of Florence Nightingale.



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**Presbyterian Book Store, 411 N. 10th St., St. Louis**  
 Cross Builders, by McClelland, pub. by Crowell.  
 Verba Crucis, by McClelland, pub. by Crowell.  
 The Truth, by J. H. Brookes.  
 Psalms, volume 2 only.  
 Biblical Illustrator.

**Preston & Round Company, 98 Westminster St., Providence, R. I.**

Amiel's Journal, 2 vols., Miniature Series, Macmillan.  
 Edmund Burke Works, 12 vol. Little, Brown & Co. edition.

**Publishers' Circular & Booksellers' Record, Mr. R. B. Marston, 19 Adam St., Strand, London, W. C. 2**

Fly Rods and Fly Tackle, by H. P. Wells, state edition.

**Queen City Book Co., 43 Court St., Buffalo, N. Y.**  
 Iconographic Encyclopedia, must have plates, vol. 3, upward.

Darkness and Dawn, England.  
 Life and Exploits of Jehova, God of Israel.  
 Thumb Nail Edition Aurelius and Abraham Lincoln.  
 U. S. Expedition to Japan, Com. Perry, vol. 1, imperfect copy will do.

**Raymer's Old Book Store, 1330 First Ave., Seattle, Wash.**

Life of S. V. S. Wilder.

**Peter Reilly, 133 N. Thirteenth St., Philadelphia**

Hanscom's Friendly Craft, new copy.  
 Davenport, Blood Will Tell.  
 American Journal of Syphilis, Oct., 1919.  
 Illinois Medical Journal, Sept., 1920.

**Fleming H. Revell Co., 158 Fifth Ave., New York**  
 Leesars Translation of the Old Testament.

**C. L. Ricketts, 807 Ashland Avenue, Wilmette, Ill.**  
 Early American and Foreign books on Penmanship, old copy-books.  
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**Riker's, 302 Eighth St., Des Moines, Iowa**  
 Keppel, Golden Age of Engraving.  
 Irwin, Letters of a Japanese Schoolboy.  
 Any books published before 1860 on Arctic Exploration.

**E. R. Robinson, 410 River St., Troy, N. Y.**  
 Goncourt, E., La du Barry, in French.  
 Bibliography of Henry James, pub. by LeRoy Phillips.  
 Kildare, O., My Mamie Rose.  
 Burlamaqui, Principals of Natural and Politic Law, 1830.  
 Holand, Natural Law and Legal Practice, 1899.  
 Lorimer, Institutes of Law, 1880.  
 Lorimer, Institutes of Law of Nations, 1883.  
 Rutherford, Institutes of Natural Law.  
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 The Tree of Knowledge, A Document by a Woman.  
 Lanier, S., Tiger Lillies.  
 Franklin's Poor Richard's Almanac.  
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 Habberton, J., George Washington.  
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 Bryant, W. C., The Spy.  
 Adventures of Miss Lucy Brewer alias Louisa Baker.  
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 Abrojal, Tulias, An Index Finger.  
 T. K., Harmonics of Evolution.  
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 Guest, M. J., Lectures on History of England.  
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 Fisher, Imprudence of Prue.  
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 Rhodes, E. M., Good Men and True.  
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 Ouida, Moths.  
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 Borchers, Dr., Electric Smelting and Refining.  
 Harrison, J. A., The Story of Greece. (In the Stories of Nations Series).  
 Williamson, C. N. and A. M., Lady Betty at Home.  
 Genealogy of the Prentice (Prentiss) Family.  
 Lytton, B., King Arthur.  
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 Choate, J. H., Abraham Lincoln and Other Addresses in England.  
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 Diaz, D., History of the Conquest, (Of Mexico).  
 Clark, A., Feet and Hands.  
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 Brevard, History of Florida.  
 Swift, F. R., Florida Fancies.  
 Thorpe, T. B., The Hive of the Bee Hunter.  
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 Schreiner, O., Complete Works.  
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 Schreiner, O., Lost Jays and Other Dreams.  
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 Drake, J. R., Culprit Fay, etc.  
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 The Blues Cure and Other Stories.

## Robson &amp; Adee, Schenectady, N. Y. [Cash]

Virgilii, Aeneis, original text, and not annotated.  
 Caesaris de Bello Gallico, original text, and not annotated.  
 Hints to Penitents, pub. by Palmer, London.

## Ruebush-Elkins Company, Dayton, Va.

Beverley, History of Va., 1855. Reprint.  
 Bruce, P. A., Economic History of Va.  
 Campbell, Chas., History of Virginia.  
 Foote, Sketches of Va., 2nd series.  
 Tyler, Encyclopedia of Va. Biography.  
 Quote any Virginia items, 5 vols.

## Savannah's Book Shop, 104 Broughton East, Savannah, Ga.

Green Mantle, John Buchan.  
 A Girl for Sale, Mabel Barnes-Grundy.  
 Romance of Old Japan, Eliza W. Champney, 1917.  
 Indian Myth and Legend, Donald A. Mackenzie.

Joseph Scammell, 107 East 59th St., New York  
 French, Early American Silversmiths and Their Marks, Walpole Society.

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 Hall, Early History of Vermont.  
 Slade State Papers.  
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 Freeman, Syllabus of a Course on Elementary Book-making and Book-binding.  
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 Inge, Christian Mysticism.  
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## Scrantom, Wetmore &amp; Co., Rochester, N. Y.

Kitty Parnell, The Love Story and Political Life of Charles Stewart Parnell.  
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Alford, H., Letters from Abroad, London, 1865.  
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 Dreiser, The Genius.  
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 Fiske, American Revolution, 1896, large paper, buckram.  
 Fiske, Discovery of America, 1892, large paper, buckram.  
 Fleming, Vocabulary of Philosophy, by Ed. Calderwood, Scribner.  
 Gordon, Dahlias, Stokes.  
 Griffith, W., Psalms of British East India.  
 Harnack, Mission and Expansion of Christianity, Putnam.  
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 Hopper, J., Caybigan, Doubleday.  
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 Hughan, Jessie, American Socialism, Lane.  
 Isaacs, Maria.  
 Jordan, Creeping Tides, Little.  
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 Low, W. H., A Chronicle of Friendship, Scribner.  
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 Weigall, Ahknoton.  
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 Treatise on the Culture of the Dahlia, Sayers.  
 Stolen Honey.  
 Hedri or Blind Justice.  
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The Sherwood Company, 40 John St., New York  
 1909 Report of Commissioner of Immigration of State of N. Y., made pursuant to chapter 210 of Laws of 1908 to New York Legislature on April 5th, 1909.  
 R. B. Roosevelt, Love and Luck.

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Redgrove, Alchemy Ancient and Modern.  
 Joseph Haven, Mental Philosophy.  
 Long, Purple Eyes.  
 If Christ Came to Congress.  
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 George, Horoscope Deliniator.

John Skinner, 44 N. Pearl St., Albany, N. Y.  
 Uncle Remus, Harris, first edn.  
 Demology and Devil Lore.  
 The Phenix.  
 Flush Times Alabama.  
 Tanner, 30 Years Among Indians.

Clarence W. Smith, 44 East Avenue, Rochester, N. Y.  
 The Green Carnation.  
 From Boniface to Bank Burglar, White.

C. Everette Smith, 1113 Story Bldg., Los Angeles, Calif.

London Art Journals, Virtue & Co., 1882 to 1913, also 1911, 1912, 1913.  
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 Jackson, Persia Past and Present.  
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 Sets, Scott, Cooper, Stevenson.  
 Cambridge Natural History, Any.

G. E. Stechert & Co., 151 West 25th St., New York  
 Ahern, People's Party in Chicago.  
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 Butler, People's Party.  
 Cabot, Memoirs of Emerson, 2 vols., H. M.  
 Chamberlain, Farmer's Alliance.  
 Direct Legislation Record, vols. 1 to 8 incl.  
 Flowers, Japanese Conquest Am. Opinion, Doran.  
 Gilmore, John Sevier, Appl.  
 Gilmore, Rear Guard of Revolution, Appl.  
 Kelly, Patrons of Husbandry.  
 Lawrence, Reader and Speaker, McClurg.  
 Munro, History of Middle Ages, Appl.  
 Pepper, Mission of Populist Party.  
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 Prescott, Living Issues of Campaign of 1900.  
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Carroll, Lewis, Hunting of the Snark, English ed.  
Conder, Landscape Gardens of Japan.  
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first edition.  
Epictetus, in English, 8vo.  
O. Henry, Cabbages and Kings, The Four  
Million, first editions.  
Platt's Italian Gardens.  
Scaliger, Poems.  
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London, W. C. 1, England

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1897, or 1909.  
Humfreville, J. L., 20 Years Among Hostile Indians,  
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Must be fine copy.  
Hough, E., Story of Cowboy, 1897.  
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Wm. DeWitt Hyde's Young Folks Library Vocations,  
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Croly, Marcus A. Hanna, 1912.  
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T. Jenkin Hains, Bahama Bill.  
Early American Newspapers.  
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Stratford & Green, 642 So. Main St., Los Angeles,  
Cal.

Thomas, Crystal Bottom.  
Walker, The Building Estimator's Reference Book,  
either 1915 or 1918 edition.  
Holmes, Burton, Travelogues, 10 vols.

Strawbridge & Clothier, Market St., Philadelphia  
Art, Life and the People, Neuhaus, Philopolia Press.  
The Dutch Rabbit, Ambrose.  
Journey's End, Forman, Doubleday.  
Under the Open Sky, Schmucker.

The Theatre Book Store, 72 East First South St.,  
Salt Lake City, Utah

Chronicles of the Mayas, Brinton.  
Miracle in Stone, Leiss.  
Gospel of the Stars, Leiss.  
Geol. Survey, Bulletin No. 711, part 1.  
Catalogs from Old Book Dealers, both English and  
American.

L. M. Thompson, 29 Broadway, New York  
English Notes, Boston Daily Mail Office, 1842.

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Pacific Marine Review, vols. 11-17, 1914-20.  
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survey of boundary between territory of United  
States and possessions of Great Britain from Lake  
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Washington, 1878 (with atlas).

A. C. Vroman, Inc., 329 E. Colorado St., Pasadena,  
Calif.

Indians of Terraced Houses, pub. Putnam.

The Walden Book Shop, 307 Plymouth Court, Chicago  
Resist Not Evil, Darrow.

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Hawthorne's History of United States from 1492 to  
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 New York

Collected Poems, James Elroy Flecker.

J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.  
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## Wells College Library, Aurora, N. Y.

Bire, Victor Hugo, après 1830, 2 vols., Perrin, 1891.  
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 History of the Turf of South Carolina.

Westminster Press, 125 No. Wabash Ave, Chicago  
 A Message to the Magians, by Frank DeWitt Talmadge, 5 copies.  
 Ward's Naturalism and Agnosticism.

R. H. White Co., Book Dept., Boston, Mass.  
 Encyclopedia Britannica, 11th Cambridge edition.  
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Martha Finley, Our Fred.  
 Yale Shingle for Class 1910.  
 Connecticut Forestry Association Bulletins, 1st, 2nd and 3rd annuals and publications 6 and 7.  
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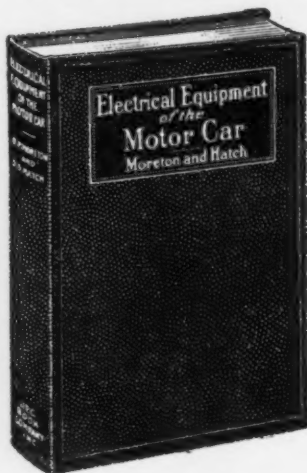
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